

"KEEPING TAB ON IMPORTED SEEDS" IN THIS ISSUE

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXV.

CHICAGO, ILLINOIS, DECEMBER 15, 1916.

No. 6

One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

**Finley Barrell  
& Co.**

**GRAIN  
and  
PROVISIONS**

203 S. La Salle Street  
CHICAGO

**SIMONS, DAY  
& Co.**

GRAIN,  
PROVISIONS,  
STOCKS,  
BONDS.

We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.

322 Postal Telegraph Bldg.

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Direct Private Wires to New York and Illinois and Iowa Points

Established 1877

**LANGENBERG BROS. GRAIN CO.  
GRAIN and HAY**

We Solicit Your Consignments

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**Harris, Winthrop & Co.**

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Consign your Grain and Field Seeds to

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**The WAGNER**

Covers all markets. Ask for the weekly or  
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grain literature.

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Established 30 years

CHICAGO

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

**SPECIAL PRICES ON GRAIN BAGS**

*Write Us When Interested*

**James E. Bennett & Co.**

Member Chicago Board of Trade

**Commission Merchants**

**GRAIN PROVISIONS  
STOCKS-BONDS**

Ship your grain to us.

Chicago — Peoria — St. Louis

*Ask for Bids*

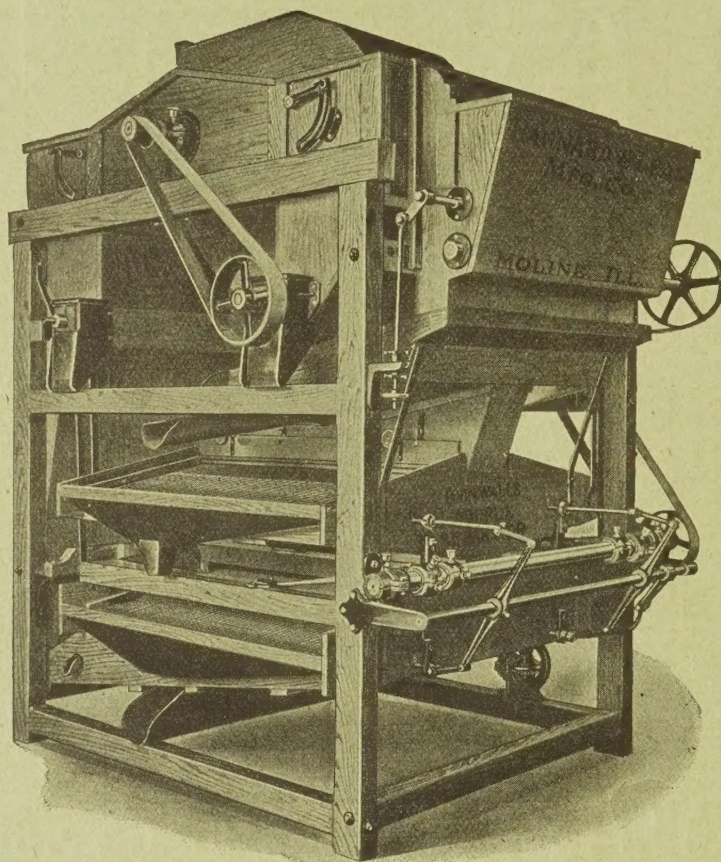
**Postal Telegraph Building  
332 So. La Salle St., Chicago**

ST. LOUIS  
211 Merchants Exchange

PEORIA  
11 Board of Trade



# Everything Desirable



## Barnard's Separators Contain Every Desirable Feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

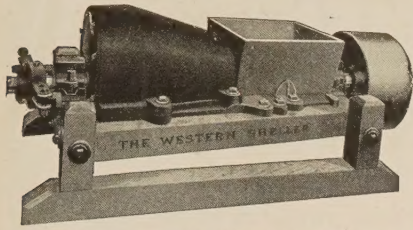
The sieves are all adjustable and are easily removed and changed for different kinds of grain.

In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

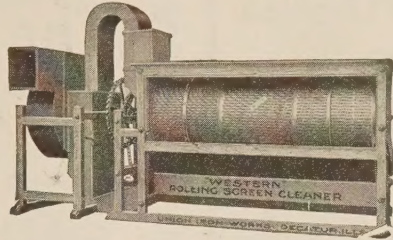
We furnish them under the fullest guarantee.

**BARNARD & LEAS MFG. CO.**  
**MILL BUILDERS AND**  
**MILL FURNISHERS**  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

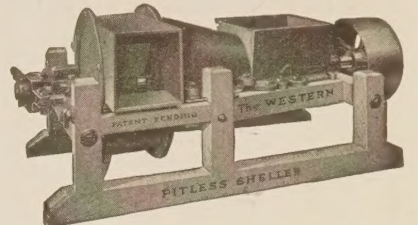




"Western" Regular Warehouse Sheller



"Western" Rolling Corn Screen Cleaner



"Western" Pitless Warehouse Sheller

## Greetings To All Our Friends

Yuletide is at hand, a time when the heart and mind are filled with gratitude. We wish to extend to our friends and patrons our sincere thanks for the degree to which they have contributed towards our success, and earnestly hope that the good cheer of the season may come to all in full measure.

Each year we take long strides in promoting and improving Western Service and clean business methods. Clean business means permanent success, for it is based on the solid foundation of satisfied customers.

Western operators appreciate the service and satisfaction enjoyed with Western line of shellers and cleaners—we appreciate their acknowledgment and patronage.

The name "Western" on every sheller and cleaner stands for superiority, satisfaction, and service, and it is our sincere intention to continue to embody those elements of quality and service which have made the name "Western" famous the world over.

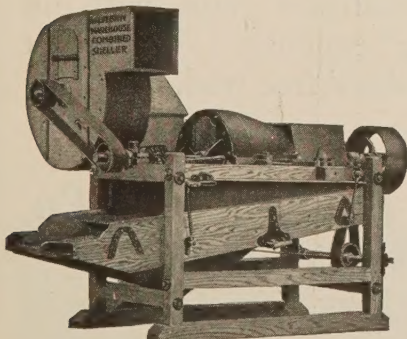
Assuring you that it will be our constant endeavor in the future to use the same care in looking after our customers' interests that we have shown in the past and hoping to hear from those not yet familiar with the Western line, we are

Very truly yours

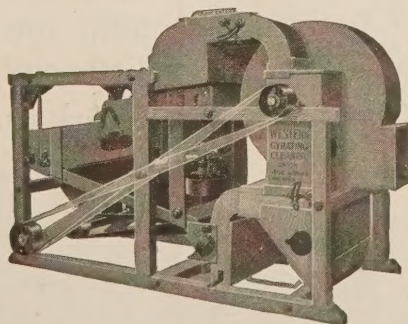
### UNION IRON WORKS

Decatur, Illinois, U. S. A.

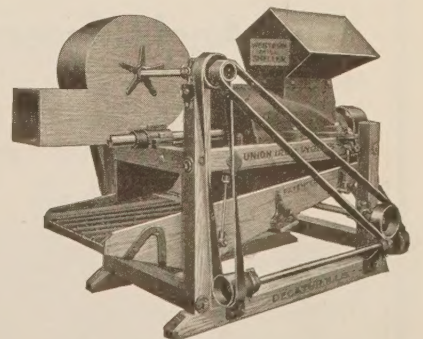
Complete line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



"Western" Warehouse Combined Sheller



"Western" Gyrating Cleaner



"Western" Mill Sheller



## This Owner's Profits More Than Doubled

Anglo-American Mill Company, Inc.,  
Owensboro, Kentucky.

Gentlemen:

I never knew before what a pleasant and very profitable business flour milling could be until I installed the AMERICAN MARVEL Self-Contained Quick-Process Flour Mill. I have been in the milling business for several years, but in October, 1915, I installed an AMERICAN (MIDGET) MARVEL MILL, throwing out my old machinery, and because of the excellent quality of flour I have made and the large amount of it from a bushel of wheat my profits have been more than doubled.

In baking contests, in which there were more than fifty contestants, held on "Farmers' Day" in this city, bread made from my flour took the First Prize.

Yours truly,  
(Signed) E. F. BREINING.

Waynesboro, Pa., October 4, 1916.

Write and Ask Mr. Breining

E. F. BREINING

AMERICAN MARVEL MILLERS

## Join Our Successful Ranks

Make a Better Barrel of Flour and More of It from a Bushel of Wheat and at Less Expense Than You Can by Out-of-Date "Long System" Methods

Thousands of good, but worried, money-losing flour millers know that the equipment they have is out-of-date, worn out, wrong principle for small towns and communities, and will never get them anywhere except further in the hole. That's a fact.

Take your own case. Be honest with yourself. How do you stand?

Then figure that every day's delay in writing for our AMERICAN MARVEL Self-Contained Flour Mill Proposition is costing you from \$5 to \$25 per day or more. That's a fact, too.

We maintain a Service Department that can be made your insurance policy against failure. To American Marvel owners this service is free.

No matter how much or how little you know about milling, this Service we render will make you a success. No matter how well posted you are, it will be of vast help. It is of enormous value to the man of small experience; it's a mighty factor of greater success to the man who knows.

### Here You Can't Fail

American Marvel Millers cannot fail. They are guided daily in the operation of their mills. The yield and quality of flour must be up to the standard—and that

means profitable milling. Every American Marvel mill is operated under the direction of our Experts through the Service Department. This is the only flour mill that can be operated from a central point, and we are the only mill builders that render such service to their customers. That's one reason why American Marvel millers are so successful the country over.

The AMERICAN MARVEL is practically automatic—one man is sufficient. Earns big from the start and soon pays for itself. Small

space and little power required.

### Cash or Easy Time Payments

Get our latest, special proposition. Then decide. We make terms convenient. The investment is one you can handle—easy for any good, live man to start at once.

30 Days' Free Trial to Grain Dealers

Write a postal or a letter or send coupon for our free catalog and complete information, prices, terms, special personal advice and 30 days' free trial offer—money back if not satisfied.

Many grain dealers and elevator men have doubled their profits and have a business the year around instead of only a few months in the year.

**AMERICAN**  
(Midget) Self-Contained  
**MARVEL FLOUR MILL**

**FREE**



**The Anglo-American Mill Co. (Inc.)**

445 Trust Bldg.

Owensboro, Ky., U. S. A.

Mail Us This Coupon or Write a Letter or Postal

THE ANGLO-AMERICAN MILL CO., INC.,  
445 Trust Building,  
Owensboro, Kentucky, U. S. A.

Please send me your special proposition for grain dealers and elevator men and free catalog with complete information, terms, prices, etc., including "The Story of a Wonderful Flour Mill," fully illustrated.

Name..... Address.....

City..... State..... R. F. D.....

## The Season's Greeting

We extend to all grain men our sincere wish for a happy and prosperous new year and assure our patrons of our full appreciation of their business during the past years.

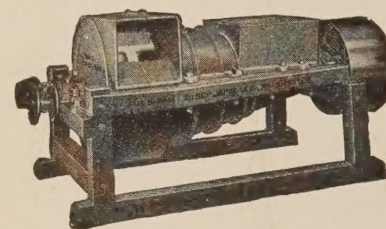


Constant Safety  
Man-Lift

When you are in the market for grain handling machinery do not forget the **CONSTANT LINE**. It is backed by the ability and experience of a Company that has been built up by square dealing.

This safety man-lift can be depended upon at all times. It is fitted with ball bearings, has adjustable brakes, and is very easily operated.

Whether you have an entire elevator to equip or need but a single article at a modest price, we have unequalled inducement to offer. Write for our catalogue containing everything needed for a modern elevator.



U. S. Corn Sheller

**B. S. CONSTANT MFG. CO.**  
BLOOMINGTON, ILL.

## HESS DRIERS

Dry anything granular  
In continuous flow, or on the separate dump system.

## HESS OUT-DOOR CONDITIONERS

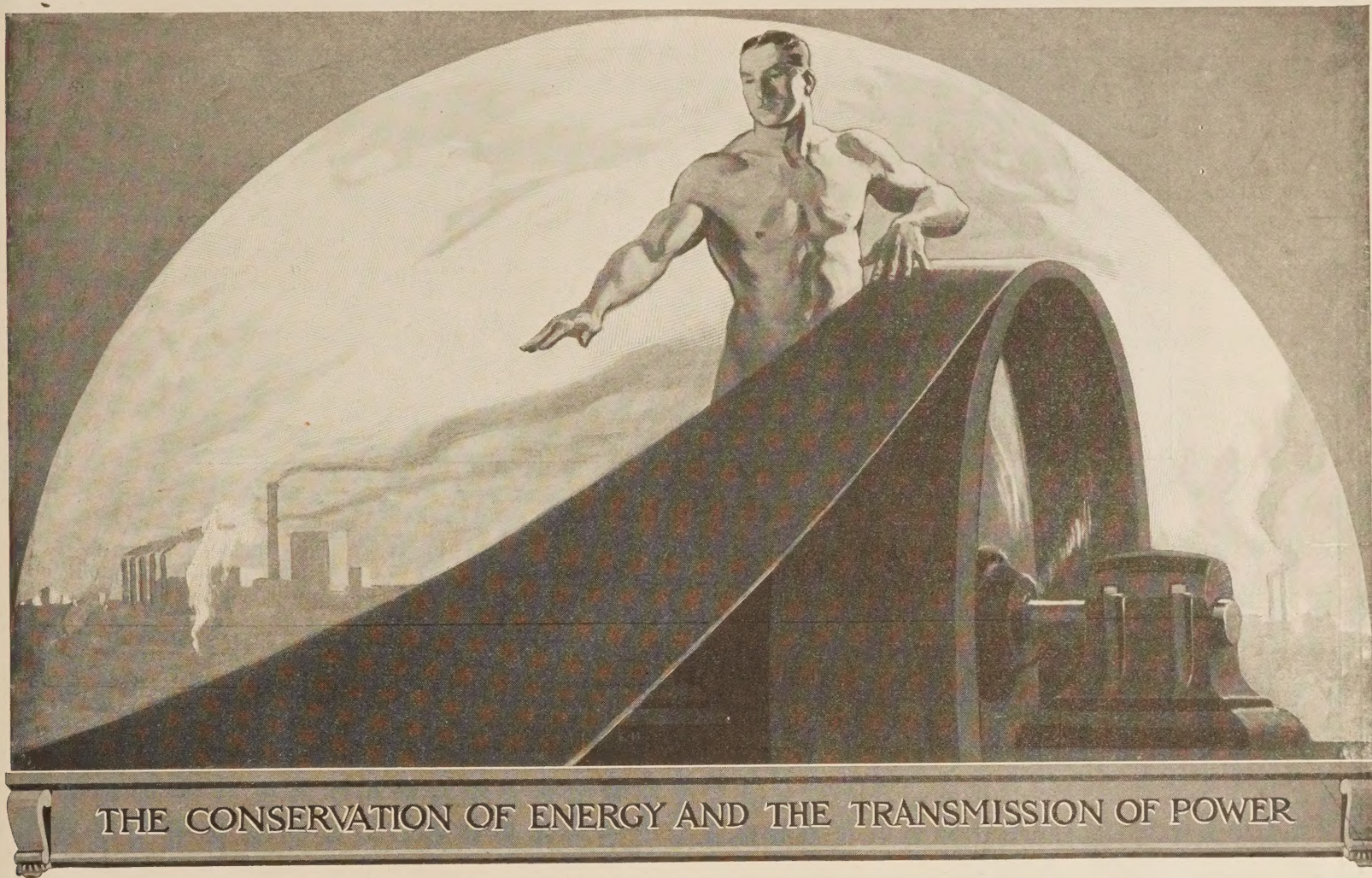
air and clean and condition grain, with no additional operating expense. They cost little and sold on 30 days' free trial.

Ask us.

**Hess Warming & Ventilating Co.**  
1210 Tacoma Building, Chicago

Also Brown-Duvel Moisture Testers. The official or the improved kind. Glass or copper flasks.  
Corn Sieves also, conforming with the new rules.





THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

## These Are the Times That Try Belting

The present unprecedented speed of handling grain in both inland and terminal elevators is revealing weaknesses in ordinary conveyor belting, but is increasing the already great reputation of Goodyear equipment.

For some years we have departed from the custom of the trade and recommended frictioned surface belting—Klingtite—for receiving and shipping elevators.

We staked our reputation on Goodyear Klingtite because we were convinced

of its superiority over the usually specified rubber-covered belt.

In elevators handling tremendous volume continuously the longer wearing surface of Klingtite has clearly demonstrated its superiority over rubber-covered belting.

Time has endorsed our judgment—as we knew it would.

In elevators, with oat purifiers, "Goodyear" Brand, rubber covered belt, has rendered in actual operation, maximum service at lowest per unit cost.

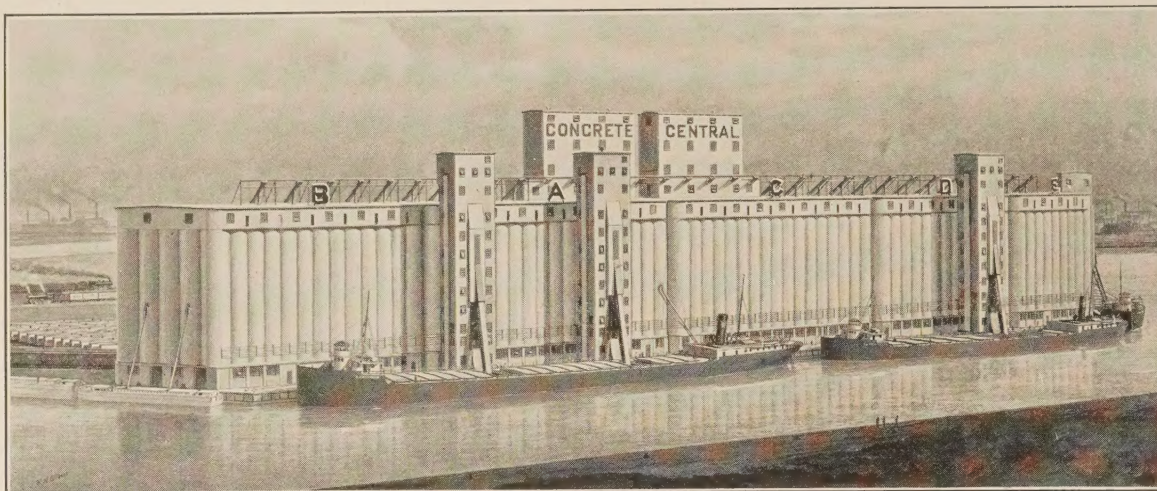
Write for our Encyclopedia of Mechanical Goods, containing specific recommendations for every kind of Mechanical Rubber Goods for elevators. We believe this book is the greatest advance in the method of presenting and treating your mechanical and buying problems offered in the last twenty years. Both master mechanics and administrative executives are using it in revising operating costs downward. Send for it today.

The Goodyear Tire & Rubber Company, Akron, Ohio

• PACKING • BELTING • HOSE • VALVES •

**GOOD YEAR**  
AKRON





## Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

### Proof of the Superiority of Monarch Modern Elevator Construction

**Concrete—Central Elevators**—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

**Superior Elevator**—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

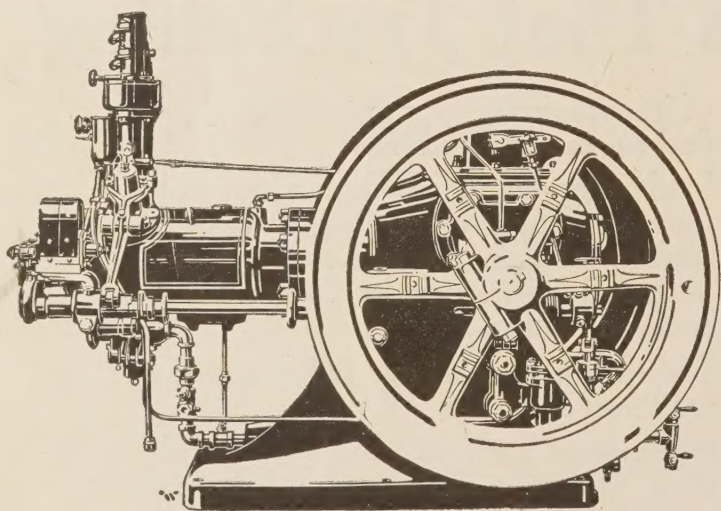
**Connecting Terminal Elevator**—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

**Archer-Daniels Linseed Co. Elevator**—Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

**Shredded Wheat Co. Elevator**—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

*Grain Elevators Built in All Parts of the World*

**MONARCH ENGINEERING COMPANY, Chamber Commerce, Buffalo, N. Y.**



## MOGUL AND TITAN Kerosene Engines

THESE engines, in 4, 6, 8, 10, 12, 15, 20, 25, 35 and 50 horse-power sizes, operate on kerosene and other cheap low grade fuels, working as efficiently as the best gasoline engines, at less than half the fuel cost at present prices.

Kerosene is also safer than gasoline as fuel for grain elevator engines. Ask your insurance man.

The service you can get from this company is an item worth considering. We have branch houses in 87 principal American cities, one of them not far from you, where complete repair stocks and expert help are available. It is a serious accident that puts an International Harvester engine out of commission for more than 24 hours.

Write to the address below and we will put you in touch with the nearest branch house, from which you will receive complete information.

**International Harvester Company of America**

(Incorporated)

112 Harvester Building

CHICAGO U S A

## CUT OUT THE "TAX ON GASOLINE"

—OR—

### Six Reasons Why You Should Use Our KEROSENE CARBURETOR

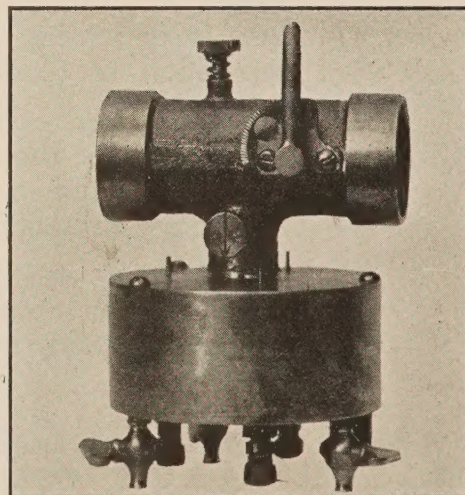
1. Because it uses Kerosene successfully, and kerosene is from one-half to one-third cheaper than gasoline, and has greater explosive power.
2. Because Kerosene makes a more efficient fuel than gasoline for power, does away with carbon deposit and spark plug troubles, reduces the friction load, and gives longer life to the engine.
3. Because it cuts the fuel "TAX" 60%. For instance: If you are using 25 gallons a day of gasoline at 20c a gallon, it costs you \$5.00. we will pull the same load with 23 gallons of KEROSENE at 8c a gallon, costing \$1.84, a net saving of \$3.16, or 63%.
4. Because you destroy no part of your engine or its equipment, you need no special tools to install it, and it pays for itself in 30 days on its own saving.
5. Because you can get a lower insurance rate by using KEROSENE as there is less danger from fire by combustion, and there is NO LOSS by evaporation.
6. Because, last and most important, we guarantee to prove all the above under a bankable, money back guarantee.

REFERENCES: American National Bank, Frankfort, Ind., Dun or Bradstreet.

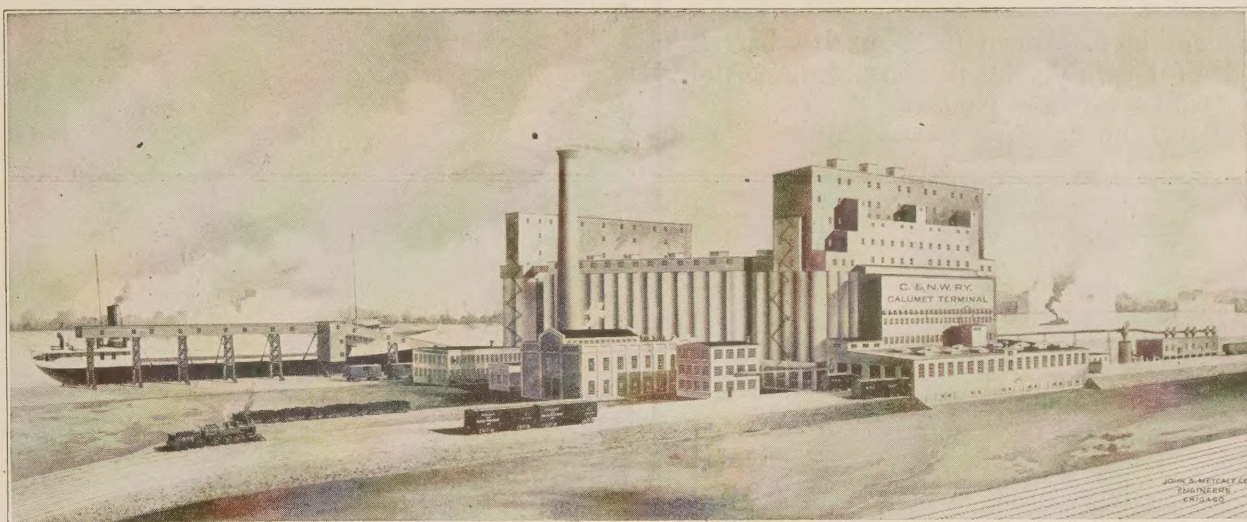
**THE KEROSENE CARBURETOR CO., Inc.**

Frankfort, Indiana

DEALERS WANTED EVERYWHERE







## C. & N. W. RY. Calumet Terminal Elevator

South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

# John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.

35 Southampton Street, LONDON, W. C., ENGLAND

*Mechanical Perfection is found in the Construction of the*

### Invincible Cracked Corn Separator and Grader

You know what is needed in a machine of this kind.

What do you find lacking?

Not in its system of bearing lubrication—

That's self-oiling.

Nor in vibration of the machine—

That's self-controlled.

Nor in clogged grading screens—

They are automatically cleaned.

Nor in air separations—

They are on the Invincible system—the best yet devised.

But its grading ability is wonderful. Just a look means an order from the poultry feeder.

He knows that his chicks will scratch after the last kernel. Absolutely no waste.

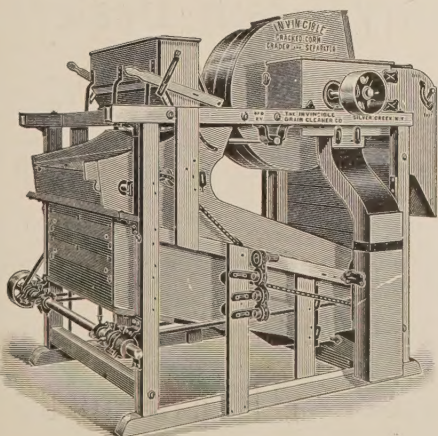
The big season is near—get posted now.

### INVINCIBLE GRAIN CLEANER COMPANY

Dept. 1, Silver Creek, N. Y.

#### REPRESENTATIVES

Chicago, Ill., 1041 Webster Bldg., F. H. Morley, Jr.  
Bristol, Tenn., 111 East 5th St., H. C. Purvine  
Indianapolis, Ind., Board of Trade, C. L. Hogle  
Kansas City, Mo., 211 Postal Bldg., F. J. Murphy  
Minneapolis, Minn., and Winnipeg, Man., Strong-Scott Mfg. Co.  
Philadelphia, Pa., 26 S. 61st St., C. Wilkinson  
Toledo, Ohio, Jefferson House, Bert Eesley  
San Francisco, Cal., 17th and Mississippi, W. King, Pacific Coast Representative



It's showing a profit for  
Lake Shore Elevator Co.,  
Cleveland, Ohio

## BOOST BETTER FARMING BY SELLING FERTILIZERS

Larger crops, better quality and greater profits follow. Your community's purchasing power increases. Present prices for grains make greater production doubly profitable. Help your customers and help yourself with fertilizers.

Dean Mumford says: "The investments of the farmer which pay the largest interest are the investments in fertilizers, in good livestock, in good machinery and other forms of equipment."

One of the most important steps which must be taken by the average farmer of the Middle West is the purchase and application of fertilizers to be used along with a rational rotation. The intelligent use of fertilizers will increase farm profits and benefit directly the individual farmer . . . Dean F. B. Mumford, University of Missouri.

It pays the dealer to handle fertilizers which pay big interest on the farmers' investment.

Our bulletins and pamphlets point the way to better and more profitable crops for your farmer patrons to grow and for you to handle.

### SOIL IMPROVEMENT COMMITTEE OF THE NATIONAL FERTILIZER ASSOCIATION

Postal Telegraph Bldg.  
CHICAGO

Munsey Bldg.  
BALTIMORE



## NOW, HERE'S A MILL

and elevator combined. It can turn out fifty barrels of flour per day for neighborhood consumption, and, merchandise farmers' grain as well.

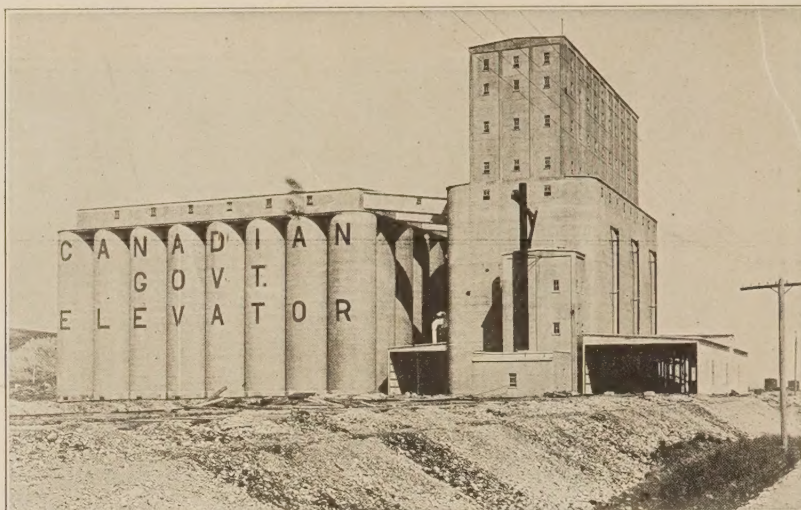
It will never burn. "Macenco Results"



The country mill, co-operative or otherwise, is as logical as the country elevator.

If you think this over, you will investigate.

**MACDONALD ENGINEERING COMPANY**  
53 West Jackson Blvd., CHICAGO



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity.  
Recently Completed.

**We Build Reinforced Concrete Structures of all Types**  
**Grain Elevators, Mills and Industrial**  
**Plants a Specialty**

Our Engineering Department is ready to solve your problems and furnish preliminary estimates.

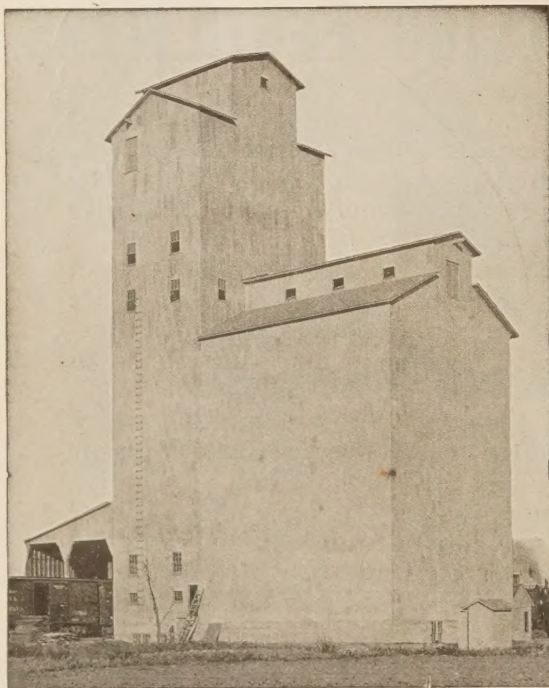
**JANSE BROS., BOOMER, GRAIN & HOWE**  
GENERAL CONTRACTORS

**717-718 Dime Savings Bank Bldg., Detroit, Mich.**

Also Zeigler Block, Spokane, Wash.

Mackie Block, Calgary, Alberta

**"When Better Elevators Are Built—**  
**BURRELL Will Build Them"**



AS IT IS  
TO-DAY

**Burrell**  
**Builds**  
**Best**  
**Buildings**

For  
Grain Storage  
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

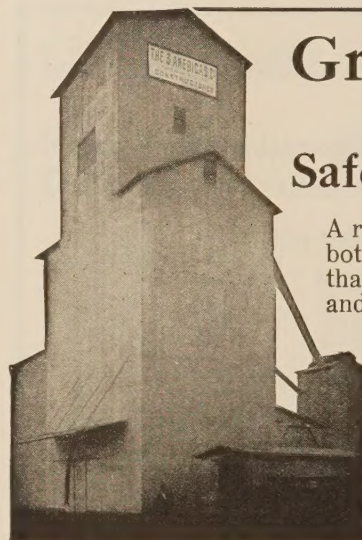
We maintain the Following Offices for your convenience:

217 Board of Trade Building . . . INDIANAPOLIS, IND.  
16 Hoke Building . . . HUTCHINSON, KAN.  
705 Baker-Boyer Building . . . WALLA WALLA, WASH.

**CONCRETE or WOOD**

**Burrell Engineering & Construction Co.**

1102-1108 Webster Bldg., CHICAGO, ILL.



## Grain Elevators

of any size and any type  
Designed and Built for

**Safety and Economy**

A record of successful construction in both North and South America is proof that we can meet your local conditions and satisfy every requirement.

If considering building, write us for standard designs.

**The 3 Americas Co.**

Builders of Better Elevators  
28 S. Michigan Ave., Chicago



## Country Grain Dealers

We can save you considerable time and money if you will install a

## Cyclone Dust Collector

in your Elevator.

Complete slow speed dust collecting system installed on modern plans and guaranteed.

Write for further information to

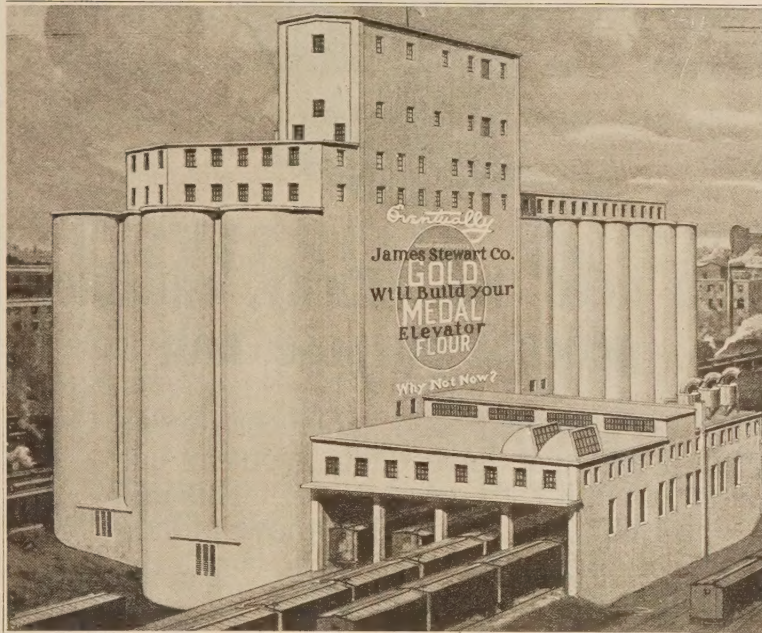
**CYCLONE BLOW PIPE COMPANY**

2542-2552 Twenty-First Street

CHICAGO, ILL.



## TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR FOR Washburn-Crosby Company Minneapolis, Minn.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

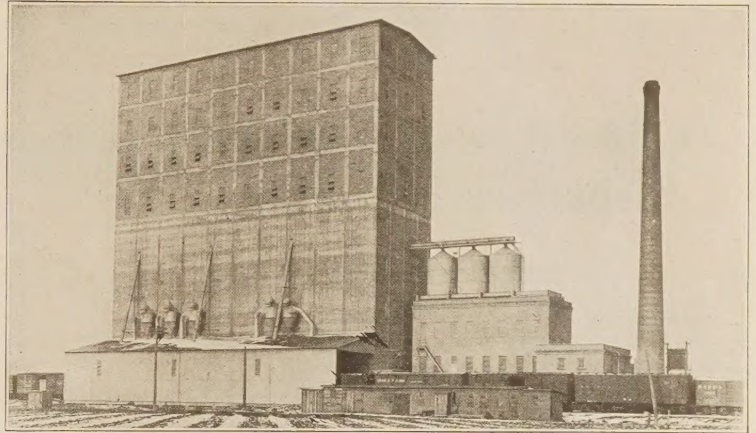
**W. R. SINKS, Manager**

**CHICAGO, ILL.**

## The Michigan Central Fire Proof Grain Elevator

Located at 124th Street and Cottage Grove Ave.  
**KENSINGTON, CHICAGO, ILL.**

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

*Designs and estimates promptly furnished*

**Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

**CHICAGO, ILL.**

## FRANK KAUCHER & SON

Engineers and Builders of  
Mills and Grain Elevators  
Wood and Concrete.

32 years of experience in  
construction work.

**ST. JOSEPH, MISSOURI.**

## Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

625 Board of Trade Building,

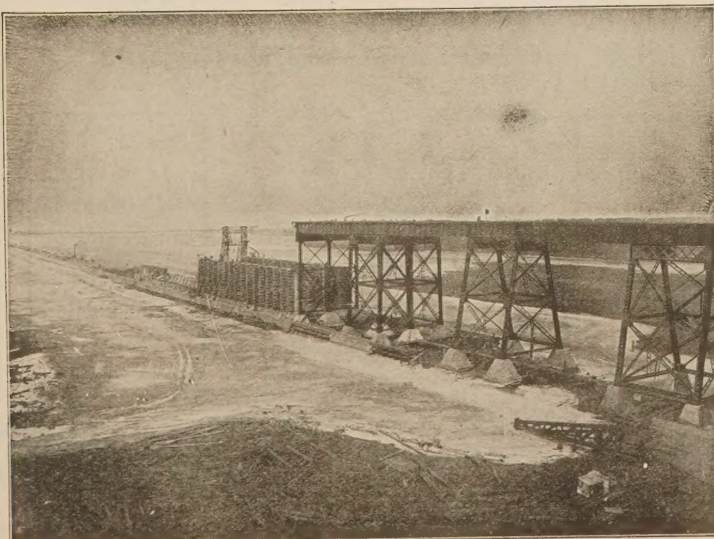
**INDIANAPOLIS, IND.**

## CONTRACTORS FOR Grain Elevators

COMPLETE WITH  
MACHINERY INSTALLATION.

**DEVERELL,  
SPENCER & CO.**

GARRETT BUILDING  
**BALTIMORE, MARYLAND**



## The Barnett & Record Company

**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under  
construction at Superior, Wisconsin, for the  
Allouez Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:

**Minneapolis, Minn.**

**Duluth, Minn.**

**Fort William, Ontario**



## Greetings to the Trade



A Masterpiece Achievement in  
Separator Efficiency is the

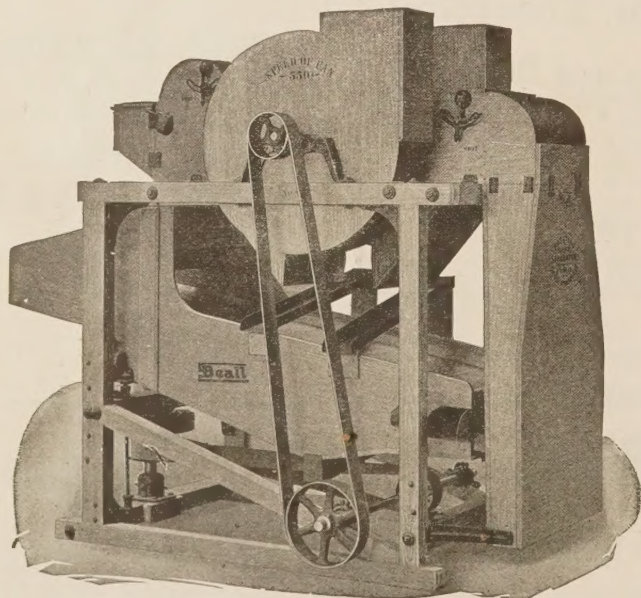
**Beall**  
THE MARK OF QUALITY

## Rotating Warehouse and Elevator Separator

The New Beall Rotating Warehouse and Elevator Separator stands out among the different types of separators on the market today as the most attractive and best buy in grain separators and grain cleaners. It is extremely simple in design, built very strong, is thoroughly braced and will not rack. It insures economical and reliable service that year in and year out will return dollar for dollar on investment.

The New Beall embodies all the best features found in separators of other makes and to these we have added the following pronounced features:

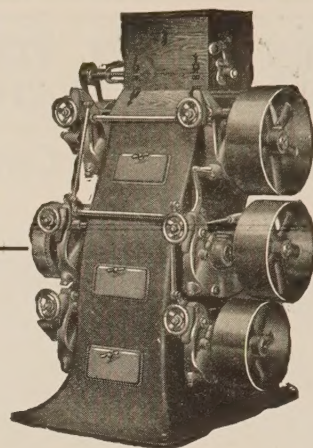
- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
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It will pay you to write for a complete descriptive catalogue and prices, or better, let us send you a separator on a 30 days' trial and let it prove to you its merits by its own work. Do it today. We take all the risk.

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You need this sturdy, capable,  
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For the elevator or mill that must be driven at certain intervals. So dependable in operation that some of the largest elevator concerns are

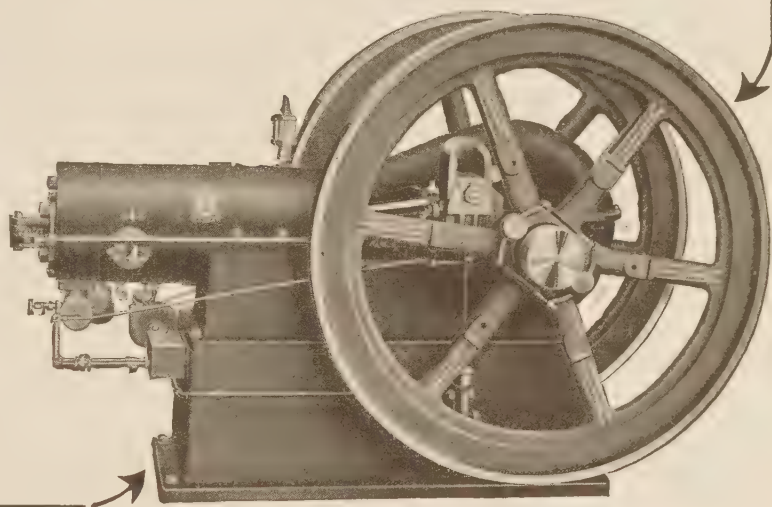
adopting Lauson Kerosene Engines as standard equipment. Low in First Cost. Lowest in repair cost and least subject to loss of service.

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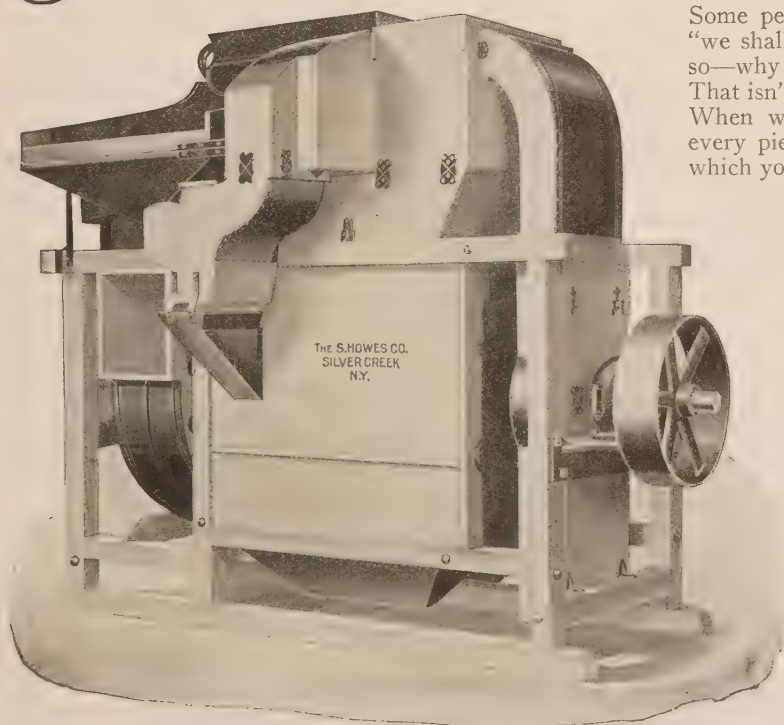
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*Write for Bulletin 265*

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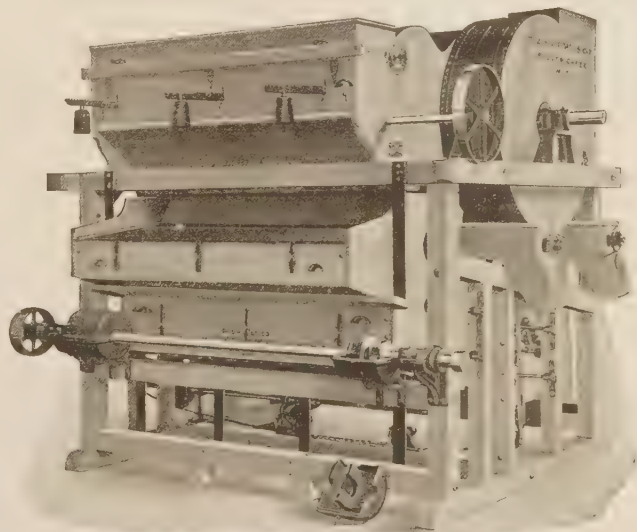


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Eureka Ball Bearing Oat Clipper

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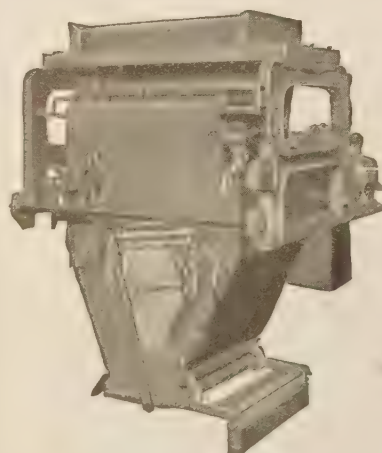
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A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

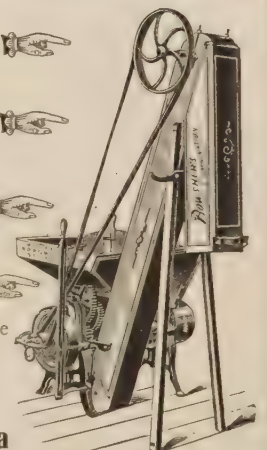
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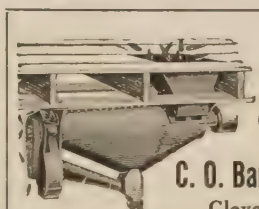
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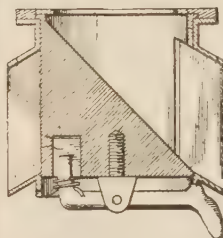
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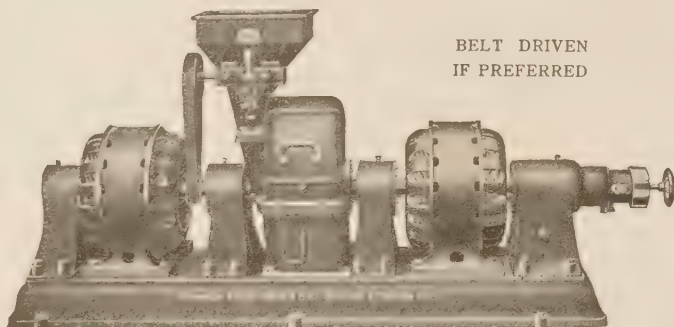
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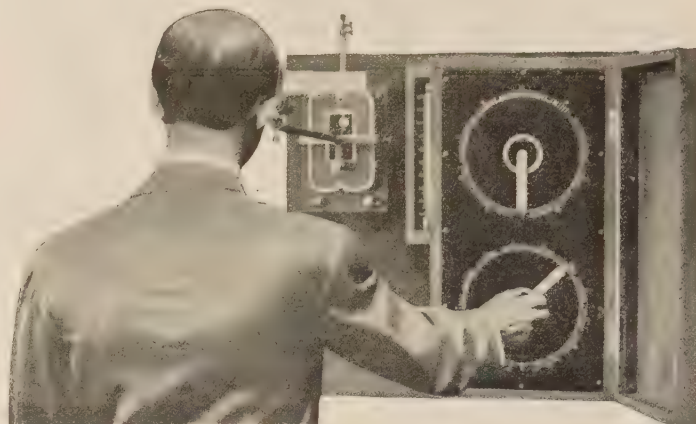
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For Grain Cleaners


ALL STEEL

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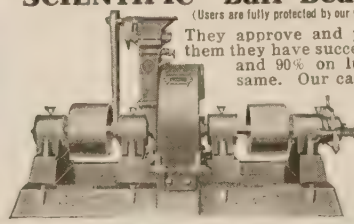
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They approve and praise these mills because through them they have succeeded in saving 30% to 40% on power and 90% on lubricating costs. You can do the same. Our catalog tells how. Write for it today.



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*Grain Dealers*  
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By the use of this handy appliance the scale ticket is  
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**No time lost—the elevator operator is not subjected to sud-  
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Morris & Stone of Mattoon, Ill., write the manufacturers Dec. 10, 1913;  
Gentlemen—We cannot criticise your Ticket Passer, we only wonder why every  
wagon scale isn't provided with one. It is \$5.00 for a convenience of \$50.00.

We will send it, express paid, for a limited period with one year's subscription to the **AMERICAN  
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*Order today while the supply lasts.*

NOTE—The thickness of the wall and the distance from the edge of the scale platform  
(nearest to scale beam) to the wall must be clearly specified in all orders.

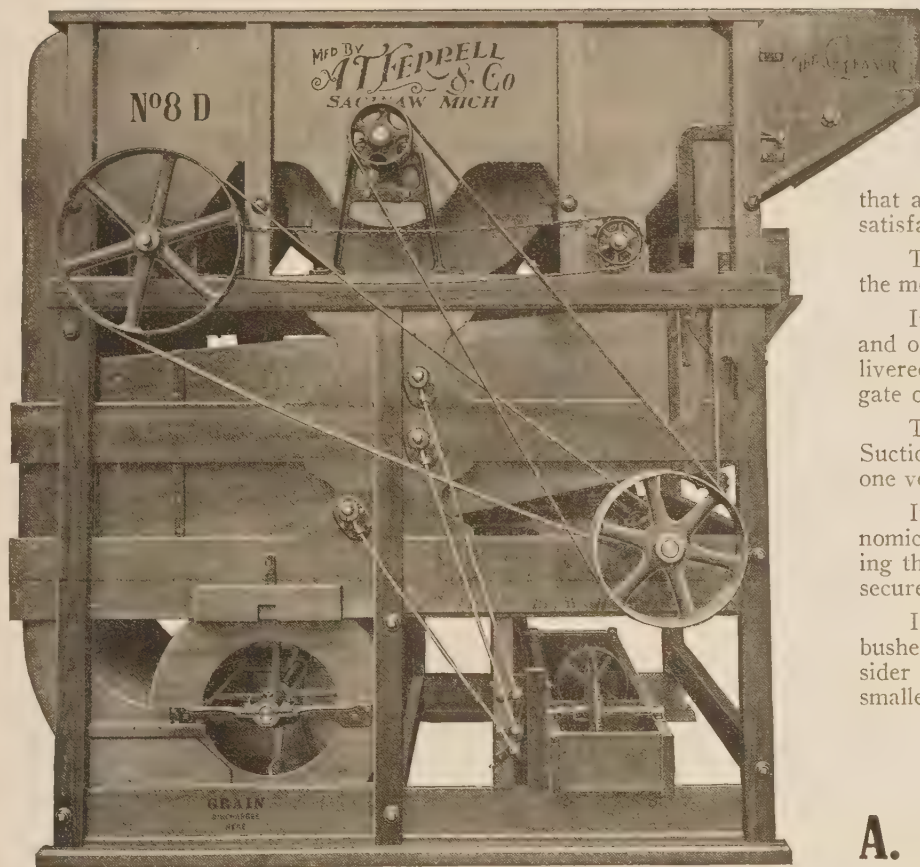
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# The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

*Write for circular giving full particulars,  
price and discount.*

**A. T. FERRELL & CO., SAGINAW MICHIGAN**

## THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



Outside view of Ellis Drying Plant installed for Swift & Company, Chicago

## By Using

THE ELLIS CONTINUOUS FEED DRIER operating with our patented Return Air System, we guarantee you a saving of twenty per cent on steam consumption. With the ever increasing cost of fuel and maintenance, this fact should have your first consideration.

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Grain  
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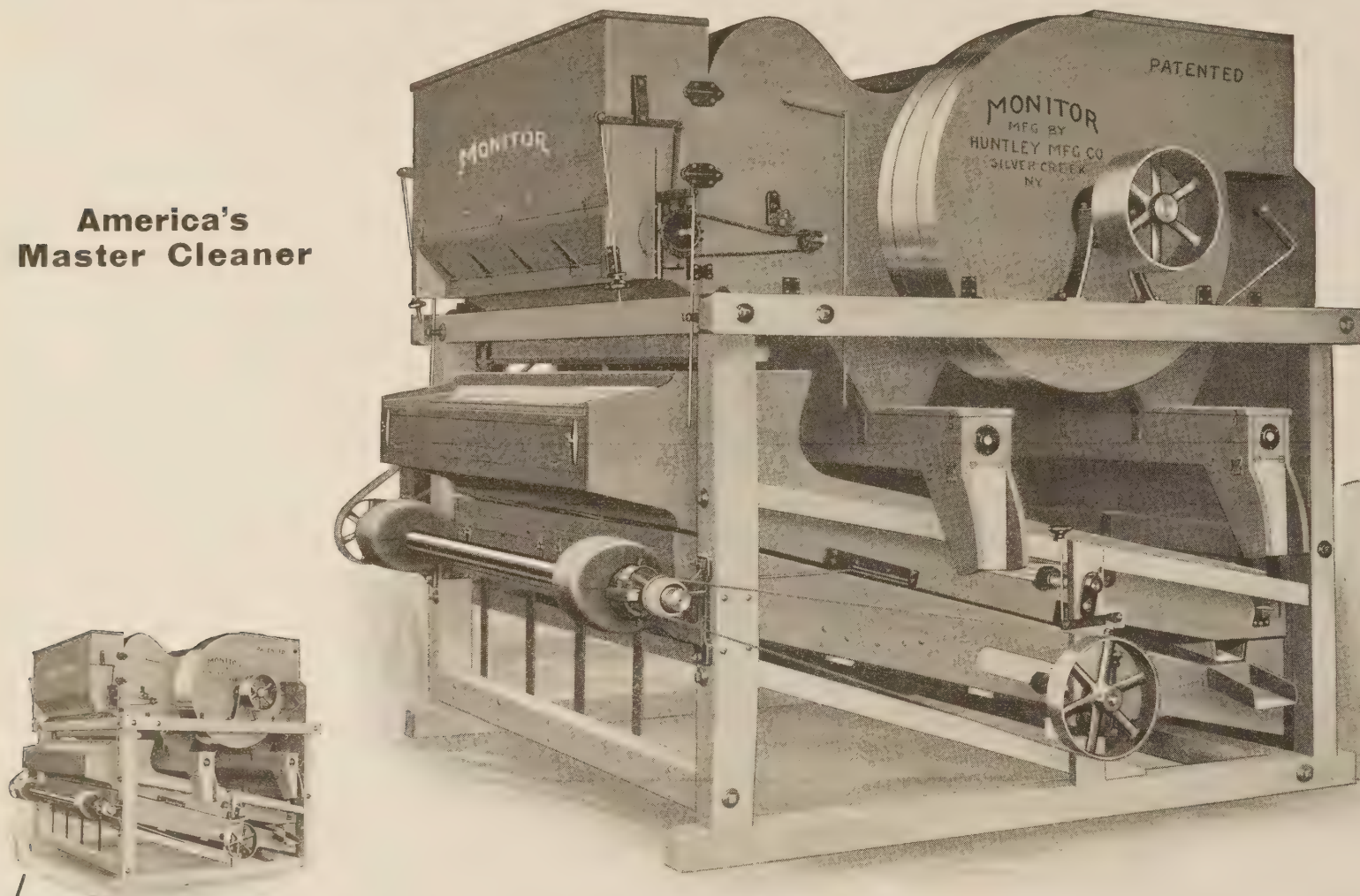
Oat  
Purifiers



*Monitor*

## Automatic Receiving Separator

**America's  
Master Cleaner**



## You couldn't tell them apart

Both are the same—the “little fellow” and the “big ‘un” pictured here, and the other 13 in this family of 15, are all alike—identically—in performance. Taking samples from any two, or three, or from each of the fifteen, discloses the wonderful sameness of all of them; air separations showing phenomenal definition, a uniformity unmatched; screen separations having a trueness that outcompares the work of all other Cleaners. Just so is each a duplicate of the other in high-grade manufacture, simplicity, ease of regulation, dependability, endurance and economy. As the “little fellow” automatically performs its easy-action, light powered, satisfying service, so with all the others—again, that sameness, that uniformity, that consistency, that has made this famous “America’s Master Cleaner” family of fifteen the most popular Cleaner in America—the most-used machines in the largest, best equipped, modern Elevators on the North American Continent. Study our literature, scrutinize our claims, consider our guarantee—see list of users.

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

Vol. XXXV.

CHICAGO, ILLINOIS, DECEMBER 15, 1916.

No. 6

# New Washburn-Crosby Elevator at Minneapolis

**A**MONG the notable elevator plants erected in 1916, the Washburn-Crosby Company's plant at Minneapolis, built by James Stewart & Co., Inc., of Chicago, is especially interesting on account of several new and novel features which have been adopted in order to save labor and facilitate the handling of grain. This elevator was built to receive, clean and store grain for milling purposes. The grain is belted from the new elevator through a tunnel to the mills.

The plant consists of 45 circular concrete tanks arranged four rows wide north and south and 12 rows long east and west, with two additional tanks built on the east end. The plant is situated on the right-of-way of the Minneapolis & St. Louis Railroad. The working-house is constructed of reinforced concrete and takes the place of five concrete tanks along the north side of the elevator. The total storage capacity is 2,250,000 bushels.

The track shed is built on the north side of the elevator and is 152 feet long and 75½ feet wide. There are four receiving tracks through the track shed and three car pits on each track. There are three receiving legs, and one cleaner leg, each re-

ceiving leg lofting the grain from four receiving pits. Extra heavy car pullers are provided for handling the cars in the track shed.

Upon investigation a ledge of limestone was found approximately 30 feet below the base of the rail. This limestone ledge is about 30 feet thick and is supported on a ledge of sandstone. All water flowing along the top of the limestone ledge is disposed of by draining same down into the sandstone ledge where it is conducted to the river.

Grain is shoveled from the cars into large steel receiving hoppers. From the hoppers it is dropped direct into 2,000-bushel scale hoppers. A scale hopper is located under each receiving hopper. After being weighed the grain is discharged from the scale hopper directly onto a 36-inch receiving belt which conveys the grain to the receiving leg.

The scale levers are located on the scale floor which is built directly above the track shed, the scale hoppers being suspended from the scale levers by four rods.

The scale room is large and well lighted, the walls and roof all being insulated with tile and plastered. The floor is insulated with cinders and

finished with hard maple flooring. This arrangement of the scales permits having a large clean well-lighted and heated scale room.

The grain is lofted by the receiving legs and discharged directly into cleaning machines. These are special and have a cleaning capacity of 15,000 bushels per hour in order to clean the grain as fast as the leg lofts it. After being cleaned the grain may be spouted to the working house bins for special cleaning, or belted and spouted to the various bins in the elevator. All the spouting is arranged so as to be operated from one central point. For this purpose a central distribution office was built. This office is provided with plenty of windows so as to obtain an unobstructed view of all parts of the bin floor with additional windows above the main roof for ventilation. The office is insulated with tile, plastered and steam heated.

There are three cross conveyors provided, one for each leg. The cross conveyors discharge into a turnhead from which the grain may be spouted to the adjoining bins or to two of the three 36-inch transverse storage conveyors. These transverse conveyors are provided with trippers by means of



THE NEW 2,250,000-BUSHEL GRAIN ELEVATOR OF THE WASHBURN-CROSBY COMPANY, MINNEAPOLIS, MINN.  
Constructed by James Stewart & Co., Inc., Chicago, Ill.



which the grain may be spouted direct to the bins.

The controls for the motors operating the three cross conveyors and the three transverse conveyors are all operated from the distribution office.

All grain received may be spouted directly to the bins by controls located in the distribution office with the exception of 24 circular bins and 18 interspace bins which are reached by the three transverse storage belts.

This spouting is done by means of 10 large turnheads, each turnhead serving approximately nine bins. The turnheads are operated by means of gears and shafting from the distribution office. Each of the three receiving legs is also provided with a turnhead just below the cleaning machine, as is also the cleaner leg. By means of these turnheads one man is enabled to spout 1,250,000 bushels of grain direct from the distributing office without having to set any trippers or fixed spouting other than moving the turnheads.

The basement floor of the elevator is laid directly on the rock and 30 feet below the level of the ground. Large ventilating shafts are provided at the ends of the elevator and in the workinghouse for ventilating the basement. These shafts extend to the top of the elevator where they are provided with ventilators.

For removing the grain from the bins, nine short 36-inch cross conveyors are provided. These cross conveyors discharge onto two long 36-inch transverse conveyors. The long transverse conveyors belt the grain to the northeast corner of the elevator where the grain is discharged into spouts which conduct it down through an open shaft in the limestone rock to the belt conveyor tunnel. This tunnel is built in the sandstone with the bottom of the limestone ledge forming the roof of the tunnel.

One of the long transverse conveyors in the basement of the elevator is made reversible so that grain from any bin in the house may be carried to one of the three receiving legs and elevated for shipment.

An elaborate system of dust collecting is installed for removing the dust from the basement. Each belt loader and belt discharge, including the belt loaders on the scale hoppers has been provided with an inlet for collecting dust. Suctions are also provided on all boots. The capacity of this system is such that it will remove the entire volume of air in the basement of the workinghouse and storage and track shed every seven minutes.

A boiler house and a coal room have been provided under the track shed floor for heating the scale room office, welfare room and distribution room.

The superintendent's office is located above the track shed and at the west end on the same level as the scale floor. At the east end of the scale floor a welfare room is located. This and the superintendent's office are both insulated with tile, and have hard wood floors and steam heat.

On the south side of the elevator a 200-bushel scale with hoppers above and below it is provided for taking care of the grain received by wagon. The grain thus received is weighed and stored in small bins beneath the scales until enough of it is accumulated, at which time it is conveyed to the main receiving legs by the belt conveyors in the basement.

A complete telephone system is installed for communication between the various portions of the elevator; also pneumatic ticket conveyors between the scale room and the distribution office. The fans, cyclone, etc., for the Day Dust Collecting System are located above the track shed in a room at the north end of the welfare room and the east end of the scale room.

The elevator is electric driven throughout and is equipped with all modern conveniences and appliances such as electric elevators, floor sweep system, electric lights, etc. The machinery was furnished by the Weller Manufacturing Company of Chicago. The Allis-Chalmers Manufacturing Company, Milwaukee, Wis., supplied the motors. Morse Chain Drives were furnished by the Strong-Scott Manufacturing Company of Minneapolis, this company also installing three Invincible Double Separators of 15,000 bushels capacity each.

## The Proposed Embargo

Agricultural Production Decreasing in Proportion to Population—High Prices Stimulate Production Which Is the Only Permanent Regulator of Prices—Foreign Complications of Embargo

BY FORMAN TYLER

THE many petitions for an embargo on food-stuffs which have been signed by various groups of people in this country and the bills which have been introduced in Congress show as well as any recent movement how superficial and selfish our consideration of political and economic matters is apt to be. It might be presumed from the utterances of some of these self-appointed statesmen, that all the Government need do would be to impose the embargo, and, presto, prices would be lower, the buying power would be sustained, nothing would be disturbed and we could put the money saved from our daily ration into the savings bank, or perhaps buy up a railroad or a copper mine with it. We might even have an occasional egg for breakfast. In fact there is no end to which the extravagant fancy does not go.

But unfortunately the laws of economics are not upset so easily; and when it is attempted there is usually a retributive upheaval. For the most part the petitioners for an embargo are actuated by purely selfish reasons. The bakers of the country are, perhaps, the most vehement and insistent. It has been suggested that the great majority of bakers are of German extraction, and that, as an embargo would effect principally the Allies, their enthusiasm may be influenced by oversea patriotism. But I do not attribute their position to any such un-American and disloyal motive. There is another reason which is sufficiently good without implicating them in any traitorous conspiracy.

The price and the size of a loaf of bread effect immediately the patronage of the bakeshop. Hundreds of thousands of dollars have been spent in the educational process of weaning the public from the home kitchen to the bakery, and now the bakers are faced with the alternative of selling bread at a loss or seeing the housewife resume the all but forgotten art of home baking in the interest of economy, for there is no question but that, with labor and overhead expense eliminated, the housewife can produce a loaf of bread much cheaper than a baker can. A reduction in the price of flour would save the baker in this crisis, so, naturally, he is willing to advocate any method which would tend to lower flour cost. An embargo would seem to be the most obvious method.

This is but a sample of the reasons for the embargo demand; each group has its own purpose to serve, without considering the effect on the country as a whole. But in so far-reaching an action it would be the most foolish policy not to consider all the interests at stake and to act only as all the interests are most fully served. To reach any conclusion of value it is necessary to consider first of all the causes of the high prices of food and attempt to determine if these causes are merely temporary and extraordinary, or are the result of natural conditions and follow a permanent and inevitable obedience to an economic law.

### THE CAUSES OF HIGH PRICES

There are two causes for rise in value of any commodity: Scarcity as compared to the demand; and a decrease in the purchasing power of money. Never before in the history of this country has there been such an accumulation of gold reserve nor such a tremendous bank balance as at present. As a result money is cheap and its buying power is consequently less than normal, though of course not enough less to account for the entire rise in price of necessities of life. Decrease in production and increasing demand for almost all commodities further shoots prices skyward. In large measure this world decrease in production is a result of the war, but that is not true of this country specifically. In the decade ending just before the beginning of the war our agricultural production, compared to the increase in population, fell off to a very marked

degree. Furthermore our increase in population showed itself principally in the cities, the rural districts or productive centers, gaining but little. The reason for this is obvious.

For a great many years the producers of the country made no money. Raw products in agriculture, stock raising, fisheries, fruit culture, etc., were so cheap that the original producer, by the hardest work and strictest economy, could make only a bare living. Under these conditions there was a steady drain of population from the country to the cities, production was falling off, and the time was ripe for a national rise in the price of raw material—simply because less was being produced. This was hastened by the war, but would have taken place gradually in any case. For three years we had extraordinary grain crops. Except for the war this would have delayed the progressive ascendancy of prices, but the ascent would have resumed when production again found its normal aspect, which is less in proportion than the increasing consumption.

### THE EFFECT OF AN EMBARGO

The effect of an embargo at this time would be serious, both to our domestic economy and to our foreign relations. The abnormal prosperity of the present is built largely upon the demands of warring nations and the new markets which have opened up to us because Europe is too busy with martial affairs to supply the commercial needs of former customers. Our output of manufactured and raw material has found many new markets, some of which, with proper management, will be permanent. But because of the abnormalities in the situation, there is naturally an undercurrent of nervousness, which would cause a profound depression after any sudden upset of conditions. The embargo which Representative Fitzgerald of New York proposes, would affect foodstuffs principally. This would react immediately on the producers, and the natural tendency toward the normal balance would be delayed. As raw materials command a higher price more people are attracted to the country, production is greater, and prices decrease until the balance is reached. To arbitrarily upset the natural tendency of values by an embargo would be to permanently destroy the incentive for greater production. Farmers would feel that the principle of embargo would be a constant sword over their heads, the injustice of it would draw them off the farms and the ultimate effect, after the temporary depression, would be to aggravate present conditions.

As the buying power of the farmers was arbitrarily reduced the effect on all manufacturing would be pronounced, for the farmers constitute over 50 per cent of our population and in times of prosperity are liberal spenders, both for luxuries and for additional farm equipment which makes for efficiency.

In the foreign field the results of an embargo would be disastrous at this time. We could hardly expect foreign nations to continue to patronize our industries if, in their extremity, we should refuse them food, which they are willing to pay for at whatever price and which they so sorely need. Not only our present market for war supplies is at stake, but also the enormous opportunity which will be offered during the reconstruction period after the war. Our new trade routes would fall into desuetude, and we could look for only the most bitter commercial hostility where now we find encouragement for the future and profit for the present.

It is true we are paying high prices for food-stuffs, but not nearly so much as they are paying in Europe. And to offset the prices we have the highest wages ever paid in this or any other country and a minimum of unemployment.



## Keeping Tab on Imported Seeds

Effect of Amendment to the Seed Importation Act—Sampling and Testing Methods for Imported Seeds—Government Care to Protect the Grower Against Fraud

By WALDON FAWCETT

NEW responsibilities have lately devolved upon the branches of the United States Government that keep tab on imported seeds. The added duties are explained by the fact that Congress has amended what is commonly known as the Seed Importation Act. This action by the national legislature, the first amendment that has been passed since the seed law was enacted some four years ago, was taken about the middle of August,—that is in the closing days of the last session of Congress—and the new regulations have been in effect only since November 1 of the present year.

The Seed Importation Act, as originally framed and in force for the past four years, prohibits the importation into the United States of those seeds subject to the act when they are adulterated or contain 3 per cent or more of weed seeds, or when clover and alfalfa seed contains more than approximately 90 seeds of dodder per pound. The seeds covered by the original act include alfalfa,

commercial seed trade of the country at large.

Keeping tab on imported seed will, under this elaborated new law as under the old, be a matter for joint action between the U. S. Treasury Department and the Department of Agriculture. The former is a party to this team work because the Customs Service is under the Treasury Department and it devolves upon the collectors of customs at the various ports of entry to draw samples from every consignment of seed received and to turn over these samples to the seed laboratories at which they are tested to determine whether or not they conform to the law.

In the case of most of the seeds that come within the scope of the Seed Importation Act the customs officer follows the regular routine of securing and forwarding a sample,—and takes this action, too, without any regard to whether or not a consular invoice is presented when the seed is entered for consumption,—but there are certain seeds mentioned in the act that are not regularly sampled

which the importation entered the United States. For example, to the Seed Laboratory at Washington come all samples of seed collected at all ports in the states of Maine, Vermont, Rhode Island, New York, New Jersey, New Hampshire, Massachusetts, Connecticut, Pennsylvania, Maryland, Delaware, Virginia, Ohio, West Virginia, North Carolina, South Carolina, and Georgia, and at Port Huron and Detroit, Mich.

To the seed laboratory at Purdue University, La Fayette, Ind., are dispatched the test seeds collected at all the ports in the states of Indiana, Illinois, Kentucky, Tennessee, Wisconsin and Minnesota and all ports in Michigan except Port Huron and Detroit. At Columbia, Mo., is the Seed Laboratory of an Agricultural Experiment Station that has been delegated to handle the seed examination work on all shipments received at the ports of Missouri, Iowa, Arkansas, North Dakota, South Dakota, Nebraska, Kansas, Oklahoma and Colorado. The Gulf ports—that is, all ports in the states of Alabama, Mississippi, Florida, Louisiana, Texas and New Mexico—send their seed samples to the Seed Laboratory of the Agriculture Experiment Station at Baton Rouge, La. At Corvallis, Oregon, the Agricultural College has a seed laboratory that handles the work for all ports in the states of Montana, Wyoming, Idaho, Oregon and Washington; and finally the seed samples gathered in California, Ne-



THE U. S. CUSTOMS SERVICE HAS AN IMPORTANT PART IN ENFORCING THE SEED IMPORTATION ACT  
The Oldest Custom House in the United States at Yorktown, Va.



Customs Officials Boarding an Incoming Ocean Liner at New York.

barley, Canadian bluegrass, Kentucky bluegrass, awnless brome-grass, buckwheat, clover, field corn, kaffir, meadow fescue, flax, millet, oats, orchard grass, rape, redtop, rye, sorghum, timothy and wheat.

Now comes the amendment which adds to the list of seeds mentioned the seed of ryegrass and vetch. Furthermore the addition to the law prohibits the importation of seeds which contain less than 65 per cent of pure live seeds, except that the seed of Kentucky bluegrass and the seed of Canada bluegrass may be imported when it contains 50 per cent or more of live pure seed. This amendment fixing a minimum quality for imported seed is intended to keep out of the United States seed of low germination as well as seed containing large proportions of chaff, both of which are claimed to have been imported in large quantities in recent years.

The trade appears to be divided in opinion as to the wisdom of the extension of the scope of the law, some dealers being as enthusiastically in favor of the revision as others are opposed to it. The amendment, passing as a "rider" in the late busy days of a long Congressional session, there was no opportunity for the trade sentiment to find expression after the matter came up in Congress, but preliminary to the drafting of the amendment a hearing was conducted at the U. S. Department of Agriculture at which the whole subject was discussed by Government officials and representatives of the Wholesale Grass Seed Dealers Association and the American Seed Trade Association. Federal officials have insisted all along that the change in the law will operate to the advantage of the

unless the Secretary of Agriculture makes specific request for specimen batches.

Seed sampling, as carried on under Uncle Sam's instructions, is an exact science. When a lot or shipment of seeds consists of five sacks or less each sack must be sampled and when a consignment comprises more than five sacks, every fifth sack, and not less than five sacks in all, must be sampled. Furthermore, orders to the samplers are to the effect that when a shipment is made up of several lots differing in quality or price, a sample must be obtained from each lot just as though it were a separate shipment.

Even this does not exhaust the responsibilities of sampling. In addition there is the task of sampling recleaned seed. For, be it known, if imported seed when originally sampled is found to be barred under the law the collector of customs who is on the job may permit the owner of the seed to reclean it in order to make it eligible for admission. Of course, this recleaning is at the expense of the importer and the customs official must obtain and forward to the representatives of the Department of Agriculture not only a sample of the recleaned seed, but likewise a sample of the screenings or other refuse matter removed from the seeds in the course of cleaning.

By no means all the samples of incoming foreign seeds are tested at the Government's big seed laboratory at Washington, D. C., although most of the more interesting tests are conducted here. However, there are five other seed laboratories, located in various sections of the country, that share in the scrutiny. What seed samples are sent to each laboratory is determined by the gateway at

vada, Arizona and Utah must make a show down as to adulterations or impurities at the Seed Laboratory of the Agricultural Experiment Station at Berkeley, Cal.

When a Federal seed tester has reported that a sample shows that any given consignment of seed is adulterated or unfit for seeding purposes there are two courses open to the seed man. He may arrange to have the offending seed recleaned, as has been mentioned above, or he may decline to have anything to do with the seed other than to have it exported, that is, sent back whence it came, and if he has failed to send the faulty seed out of the country within three months he is liable to hear from a United States attorney.

That the proportion of adulterated seed is very small is attested by the fact that during the latest year for which statistics are available there were examined under the Seed Importation Act a total of 796 lots, of which only 42 were found to be unfit for entry under the law. Of the 42 shipments that were held up 21, or one-half the total, were exported, whereas 15 were recleaned in bond and subsequently admitted. The other seed shipments had not been disposed of at the time these figures were compiled. That the seed interests do not more often avail themselves of the opportunity to reclean seed that has been barred is, perhaps, due to the amount of red tape that surrounds the operation. For instance, the screenings or other refuse removed in the course of recleaning must be ground or otherwise treated under the supervision of the customs officers so as to render incapable of germination any seeds that may remain in this discarded matter. As an alternative the screenings or



refuse may be exported under the supervision of the customs officials, but that is, of course, almost as much trouble as sending back the entire shipment.

Speaking of the need for the lately-authorized extension of the Seed Importation Act, Edgar Brown, the Federal official in general charge of the seed testing laboratories, recently said: "During the last year there were about 5,000,000 pounds of crimson clover seed imported. This crimson clover is used largely through the Middle Atlantic States, and of that 5,000,000 pounds, 2,500,000 pounds had an average germination of 54 per cent. Half of the seed that was imported had a germination of only 54 per cent and some shipments were entirely dead. This means a large loss to the farmer who sows crimson clover, as it is one of the most difficult plants with which to obtain a stand in the field. In one cargo of about 5,000 pounds of red clover seed brought in recently, only about 5 per cent would grow; the rest was dead.

"Hairy vetch is another item. We import a great part of that sowed in the United States. The seed importation act has not covered that. There was an importation of it last year that had about 5 per cent of real hairy vetch in it, and the rest of it was weed vetch which had no value. Or, take the case of orchard grass. Over 300,000 pounds of the seed imported last year had an average purity of 31 per cent, only a portion of which would grow. Some

That the Seed Importation Act in its original form has greatly improved seed standards in this country is the conviction of the officials at Washington. Commenting on this Mr. Brown remarked: "The effect of this Act has been to keep out of this country practically all of the low-grade, weedy clover and alfalfa which used to come in. It was not unusual several years ago for large shipments of this worthless seed to come into this country, but that is not the case now. However, it has been a very vital defect and one that needed correction that the old law did not prohibit the importation of seed because it was dead or because it is chaff or dirt. As a rule the inferior seed complained of has not been permitted to be sold in the country in which it is produced, although in most of the European countries there is no law governing the sale of seeds."

## ARBITRATION DECISIONS

The last decision made by the old Arbitration Committee of the Grain Dealers National Association was in favor of the Mayo Milling Company of Richmond, Va., against whom a claim for \$944.77 had been filed by Stacks & Kellogg of Milwaukee. The plaintiffs, on February 22, sold to defendants 25,000 bushels sulphured Oxford barley screenings at 47½ cents per bushel of 32 pounds, delivered Newport News, shipment to be made within 20 days

to grant this request, and as all the discounts were passed upon by the regular Discount Committees of the New York and other markets, the Arbitration Committee held that Mr. Wellman pay the claim and also the costs of arbitration.

\* \* \*

The Consolidated Grocery Company filed a claim against the Gillette Grain Company of Nashville, Tenn., for \$62.50, which represents four cents a bushel on 500 sacks of oats which were not shipped in contract time and the market price for which had fallen four cents at time of arrival.

Part of the contract was filled, but 500 sacks of oats were shipped eight days after time limit. They were received by plaintiff, however, and draft was paid seven days later. Defendants received no word of complaint from plaintiffs until nine days after receipt of the shipment they received a statement for the amount of the claim.

Arbitration Committee No. 2, held:

It is the opinion of the committee that the defendants were well within their rights in refusing to pay the claim, as it was clearly the duty of the plaintiffs under Rule No. 7 as above quoted, upon finding that the defendants had defaulted in their contract, or had not shipped within contract time, to immediately avail themselves of one of the three options granted purchasers under Rule No. 7.

The fact that the plaintiffs made some arrangement with Mr. L. A. Gray, that was at variance with the contract, would not be binding upon the defendants, as it is well known in the grain trade that a broker is



TYPICAL MEDITERRANEAN PORT FROM WHICH MUCH FRENCH AND ITALIAN SEED IS SHIPPED



A MODERN SEED CLEANER SAVES ITS COST IN A VERY SHORT TIME

16,000 acres of orchard grass seeded with this seed would produce only one-fifth of a normal stand."

Speaking of seed importation conditions, as affected by the war, Mr. Brown said: "The matter of rape seed is important. The United States annually imports from 1,000,000 to 3,000,000 pounds of winter rape seed. It is imported from Holland; but a year ago Holland placed an embargo on the exportation of oil seeds and that has resulted in an exclusion of winter rape seed. Seed under the name of rape has been imported from France, Japan, Argentina and other countries and various types have been brought into this country. In the last year turnip rape seed—seed of little value for a forage plant as compared with winter rape—has been imported in quantity sufficient to seed 40,000 or 50,000 acres.

"A little over a year ago there began an importation of clover seed into this country—clover seed that in appearance is an exact duplicate of a mixture of white and alsike clover seed, such as is sold throughout the United States. However, the imported seed is of very little value. As soon as this seed was imported into this country the Department called attention to it through the press and the importation of it stopped. At the present time clover seed is in great demand on account of the disturbed conditions in Europe, Italy and France being the two principal sources of clover seed. Since the first of last November about two and one-half million pounds of Italian clover seed have been imported into the United States and we believe that Italian red clover seed, such as we think this to be, is the poorest to use in the United States."

not including Sundays or holidays. On February 26, 3625 bushels were shipped, but about that time an embargo was placed against shipments to Newport News.

On March 15 defendants notified plaintiffs that they considered the contract cancelled as time limit had expired, but plaintiffs replied that they had one more day and requested shipping instructions to some open port. This the defendants refused to give. In the meantime Stacks & Kellogg had bought barley screenings to make the Oxfords, and their claim was based on a net loss of 4.42 cents per bushel on 21,375 bushels, the amount undelivered.

As the contract calls for delivery at Newport News and contains no provision to protect the plaintiff in case of an embargo, the committee denied the plaintiffs their claim and ordered them to pay the cost of arbitration.

\* \* \*

Arbitration Committee No. 2 judged the claim of \$808.97 brought by the H. E. Kinney Grain Company of Indianapolis, against E. L. Wellman of Grand Rapids for overdrafts on the net proceeds of about 80,000 bushels of wheat. It was agreed that grain grading below contract would be applied at market difference in value when unloaded. These shipments were made from many different stations and 42 cars missed grade and were discounted from one to eight cents per bushel.

After a part of the cars had been discounted, defendant notified plaintiff that when future arrivals missed grade he wished to be notified so as to apply other cars to contract or make other disposition. Most of the cars were sent to New York and the congestion of the yards made it impossible

a limited agent, and is not authorized to bind his principal beyond the things that come in the course of his business, and when he has brought the minds of two principals together on a trade and confirmations have passed, his authority ceases to bind his principal, without special authority from his principal.

Therefore we find for the defendant and assess the costs of arbitration against the plaintiffs.

\* \* \*

An appeal case from the decision of the Arbitration Committee of the Illinois Grain Dealers Association was rendered on November 27, by Committee No. 2. The E. B. Conover Grain Company of Springfield, Ill., ordered C. F. Scholer of Farmer City, Ill., to ship five cars of corn on contract to Baltimore via Baltimore and Ohio Railroad, stating that that road would accept grain for Baltimore on domestic rate. Mr. Scholer loaded the cars and then found that the railroad would not accept them for Baltimore. He wired the E. B. Conover Grain Company to this effect and asked for other billing, stating that if he did not receive it he would make other disposition of the corn. No billing instructions being given, Mr. Scholer disposed of the corn and offered the net value, over the contract price, to the plaintiff.

The Illinois Arbitration Committee directed the E. B. Conover Grain Company to accept this offer and pay the cost of arbitration.

The National Committee sustained the decision in every particular and added: "Grain sold net track, original point of shipment, the railroad thereby becomes the agent of the purchaser."

EXPORTS from Argentina for the first eight months of the current year are 1,598,000 tons against 2,376,000 in corresponding months last year.



## The Grain Outlook in the South

The Spectacular Rise in Cotton Prices Puts an End to Diversified Crops Campaign and Insures Market for Grain Produced in Other Sections

BY G. D. CRAIN, JR.

**K**ING COTTON is on his throne again! This statement is not only pregnant with significance for those who raise or sell the staple, but it likewise means much to the grain trade, and especially those members of it who do business in the terminal markets which fringe the South.

The sensational rise in the price of cotton—of which the end is not yet in sight—means, if it means anything at all, that the South will turn from everything else agricultural to devote exclusive attention to raising cotton; and that instead of acreage reduction being the slogan and diversification of crops a sectional policy, the main issue will be getting just as much cotton seed into the ground and just as many bolls off it as Nature will permit.

The thing which resulted in a regular campaign against cotton and in favor of grain and other products was an abnormally low cotton market; the pendulum has now swung in the other direction, making cotton abnormally high in price. Just as unprofitable cotton-raising created sentiment in favor of other crops, so remarkably big profits on the commodity which is just as necessary as food naturally and inevitably create a desire to produce a maximum instead of a minimum amount of it.

It may reasonably be supposed that by the time the pendulum of conditions has swung back to the center, in other words to a normal position, the South will once again have realized that its natural business is to raise cotton, and that anything else, from produce or livestock to grain and fruit, is essentially a side-issue. And from the standpoint of the grain dealer whose business is largely in Southern markets, this situation means the restoration to permanence of business which for a time looked decidedly shaken and uncertain.

Of course, the knowledge which has come of the business of raising grain on a large scale will undoubtedly influence buying for years, but it may be taken for granted that Southern land-owners will realize hereafter that no matter what temporary conditions may be, raising cotton is their principal business and the one thing which insures a maximum return from an investment in capital, represented by their land, and in the labor required to produce it.

Present cotton prices are so much higher than necessary to insure a good profit that it is certain that 1917 will see an almost unprecedented acreage of cotton, and that every piece of land which will produce the staple will be given an opportunity to do so.

The situation is very much like that in Cuba at the beginning of the present year, when sugar prices went up enough to enable land-owners to clean up a fortune in a single season. Timber has always been of some commercial consequence on the island, but when the owners of the land on which mahogany and other valuable trees grew, perceived that if they were to make hay while the sun shone, and were to get the most cane to market, they would have to clear the timberland in a hurry. That meant that there would not be time enough to cut the trees down and haul them to the railroads, in the usual way; and the result was that the trees were fired, and the land cleared in an amazingly wasteful but nevertheless spectacularly effective way.

Travelers returning to the United States reported that for mile after mile along the railroad the blazing forests could be seen, a princely disregard for the value of the timber being easily explained by the equally princely fortunes that were to be won from the land by putting it into sugar cane. This plan was decidedly uneconomical, but it was a fine demonstration of the fact that the land-owner, like everyone else whose profits depend on market fluctuations, will go to any length to take advantage of a favorable condition.

Fortunately, raising cotton in the South on a larger scale than in 1916 will not mean the destruction of hardwood forests or anything else of value, but rather the substitution of cotton for other crops which those who have been influenced by the propaganda in favor of diversification planted this year. They know that with the proceeds of a good yield of cotton they can easily pay the cost of the grain which they will have to buy, even though grain values remain high.

Even if the war should end in the near future, which at present does not seem likely, the demands of countries like Germany, which have been cut off from the American market for nearly two years and a half, will be so great that, coupled with the other requirements of the world, the demand for even a bumper crop in 1917 will be enormous and high prices will therefore be assured for another season. At any rate, cotton planters who are now sending to market a product at three times the prices which their crop of two years ago sold at will very likely be optimistic enough to desire to repeat the operation in 1917, and will not listen very patiently to suggestions that they put their remarkably valuable cotton land to less profitable uses.

The question of reducing exports by embargo, and thus holding the production within the limits of domestic requirements, is purely academic. The South holds the key to the political situation, and it

is inconceivable that Southern congressmen will do anything to interfere with the free movement of the product on which the prosperity of their section is based. By the same token, incidentally, they will likewise vote against an embargo on grain or other food products, in order to be consistent.

The situation, as it shapes up now, is briefly that cotton is more valuable, apparently, than it has been since the Civil War, and that the Southern grower has a chance to make more money out of raising it than ever before in this generation. That he will worry about the price of grain is not likely, and that the old-fashioned market for grain in the South is again to be counted on seems certain.

### NEW ELEVATOR IN "EGYPT"

The increasing importance of Cairo, Ill., as a grain center needs no further testimonial than the construction of a number of transfer houses in the city during the past two or three years. The latest addition to the list is the new elevator of the Samuel Hastings Company, which, though not the largest elevator in Cairo, is the largest modern fire-proof house. It has a total capacity of about 125,000 bushels and is, of course, of reinforced concrete throughout. It is 48 feet square with rectangular bins which are in general 11 feet square, inside measurement.

The power used is electric, consisting of one 75-horsepower motor, one 50-horsepower motor, two 10-horsepower motors. The house contains five legs as follows: Receiving leg 8000 bushels per hour; turning leg 5000 bushels per hour; shipping leg 7000 bushels per hour; bleacher leg 1500 bushels per hour, and ear corn leg to shellers 2000 bushels per hour. The plant is served by three tracks; one for



NEW ELEVATOR OF THE SAMUEL HASTINGS COMPANY, CAIRO, ILL.  
Erected by the Macdonald Engineering Company of Chicago.



unloading and loading bulk grain, one for loading bulk grain and sacked grain, and one track for the shelling department. The house is also equipped with wagon dump for receiving ear corn from wagons without interfering with the unloading or loading of small grain. Equipment consists of bleacher and cooler, cleaner, Humphrey Employees Elevator, 120,000-pound steel hopper scale, automatic sacking scales, car puller and two shellers. The general machinery was furnished by the B. S. Constant Manufacturing Company, Bloomington, Ill. In addition to usual elevator equipment, the plant has an independent sacking room equipped with two automatic sacking scales receiving from four sacking bins, and gravity chute for sacks direct to cars.

The hopper scales are in the lower part of the structure, three small bins above them being used for garners. The grain cleaning machine is a No. 407 Eureka.

An interesting minor feature of the construction and one which is being adopted very successfully by the builders, is that the rain water down spouts are moulded as a part of the bin-walls and run with the moving forms.

The plant was designed and constructed by the Macdonald Engineering Company of Chicago, and is a very creditable addition to the large number of fireproof transfer elevators they have built, which combine a multiplicity of operations with simplicity and economy in construction.

## Building Up a Grain Business

Elevator Condition Best Index of Agricultural Prosperity—Neighborhood Soil Fertility the Concern of Elevator Operators—Commercial Fertilizer a Profitable Side Line and a Boost for Regular Business

By F. M. LOOMIS

BASED as the prosperity of nearly every rural community is upon the prosperity of the farmers who surround it and who contribute to the support of its business interests, it must be evident that whatsoever contributes to the prosperity of the farmers, whatsoever will make a permanent increase in their annual income, whatsoever will have a tendency to make them more independent and thereby more substantial citizens, whatsoever will increase their buying power, will rebound to the advantage of the business men who depend upon them for their patronage. But such advantage will not accrue to all of the business men in the town in equal degree. There are certain classes of business which are peculiar insofar as they depend almost exclusively upon the farmers for their very existence, to say nothing of their prosperity, temporary or permanent. Pre-eminently is this the case with the grain man. His business is much or little as the crops of the farmers are ample or meagre. His prosperity ebbs and flows with that of the farmers with whom he does business. The grain man's business is a barometer which shows the agricultural condition of the locality.

I wonder if it has ever occurred to the grain man that he has it within his power to make of his business a good business in the sense in which I have defined a good business above? He can make it a profitable business, practically independent of the vicissitudes which imperil other businesses. He can make it a permanent business which shall depend neither upon personality nor location. He can make it a constructive business and a powerful factor in the conservation of the prosperity of his community by contributing definitely to the improvement of the crops raised by the farmers, the surplussage of which ultimately he buys and passes on in turn into the marts of the world. How can he do this? By interesting himself personally and in a business way in instructing the farmers how they may grow more grain, better grain, and thus increase their yields and incomes. For there is one certain and approved way of accomplishing all these things and that way is the way of commercial fertilizer. Let the grain man acquaint himself with the soil needs of his locality and then let him make it an important part of his business to provide the means for supplying those needs. It is a peculiarity of commercial fertilizer that it may be so compounded that it will supply any and all essential plant food constituents which happen to be deficient in any ordinary soil in proper degree. Knowing what is required, the grain man easily may get just what will be needed.

The grain man is the one man in most communities who logically ought to do this. He is more intimately conversant with what the territory as a whole is producing, can and ought to produce. The evidences of competency or incompetency in farming methods and in soil conditions pass through

his hands annually. Because it is of the essence of his business to know these things he does know them. If the territory as a whole, or the farmer as an individual, falls below the standard, he knows it and he knows why. With commercial fertilizer, properly compounded for his territory, to recommend and to sell, he can work constructively to build up his community to the point of its maximum efficiency, agriculturally speaking.

Is it not patent that the grain man who does this is thereby building a good business? He is building a business which, while it depends upon the community for its existence, of course, yet contributes its share toward making the prosperity

the growth in population and as to what are the prospects for the future. The following table in this connection is illuminating:

Cereals: Corn, wheat, and rice (bushels):		
	Total	per capita
	production	
1899 .....	3,333,868,710	43.9
1909 .....	3,257,407,468	35.3
1915 .....	4,094,986,999	40.2
Potatoes (bushels):		
1899 .....	273,318,167	3.6
1909 .....	389,194,965	4.2
1915 .....	359,103,000	3.5

These statistics cover the past 16 years. Within this period the population of the nation has increased, in round numbers, 26,000,000, or 33 per cent. The articles dealt with cover the more important parts of the diet of the people. Meats and dairy products constitute 37 per cent of the average diet, fish, 2 per cent, cereals 31 per cent, Irish and sweet potatoes 13 per cent, and other vegetables 8 per cent. It is notable that, notwithstanding the very rapid increase in population, the production per capita of the commodities indicated, with the exception of meats and dairy products, has remained approximately the same or has increased.

The area from which vegetables are drawn constantly is increasing, and improved canning, marketing, and transportation facilities have made it possible to supply our large markets with vegetables in greater variety throughout the year. It is a well-known fact that the consumption of fruits and vegetables has increased considerably in recent years and that they constitute a larger and more important part of the permanent diet of the people.

With all the agencies now available for improving agriculture there is ground for optimism as to the ability of the nation not only to supply itself with food, but increasingly to meet the needs of the world.

## DIVERSIFIED INDUSTRY IN IOWA

Many elevators throughout the country find diversified interest at their plants as profitable and safe as farmers find diversified farming. In a great many sections the same principle which suggests to farmers the foolishness of depending entirely on a single crop prompts the elevator manager to handle lines which he can depend upon even if the main crop of the district is a failure. The total returns of Iowa's farm products are always large,



PLANT OF LAMIS & HOOSE, EDDYVILLE, IOWA

of that community its predominant and permanent characteristic. The grain man who builds his business in this way is constructive, he builds a good business in the best sense of that word, and he builds a business which in profitableness and permanency will withstand any assault which can be brought against it. The method is so simple and so obvious. The wonder is that more grain men have not seen it.

## PRODUCTION NOT DECREASING

The statement is so often made, that our production of foodstuffs is not keeping pace with the population and that in a few years we will have to look to other countries for our supplies, that the announcement to the contrary by Secretary of Agriculture D. F. Houston, in his annual report to Congress on December 7 will come as a surprise and, perhaps, relief to many people. The report on this subject is, in part, as follows:

Interesting questions arise as to whether the domestic food supply of the nation is keeping pace with

but sometimes one or other particular crop would give an elevator but scant return on the money invested in the plant. That is why Lamis & Hoose of Eddyville, Iowa, have other interests than grain and perhaps accounts for their success and prosperity.

The plant consists of the elevator proper with grain storage for 12,000 bushels, a wagon scale and an automatic scale in the cupola; a warehouse, 90x46 feet in size, for wool, seeds and feed; and an implement house, where a considerable number of farm tools are kept on display, give an added reason for farmers to pay a visit to the firm. In this way the firm keeps in touch with the grain raiser through his elevator and seed stock, with dairy and stock farmers through his feed, the sheep herder through his wool warehouse and all farmers through the implement stock. This just about covers the field in southeastern Iowa.

ABOUT \$30,000,000 has been placed in chartered Canadian banks by the Canadian Government to buy wheat for England.



GETTING GRAIN ABROAD

The losses of ocean freight as a result of the war, up to December 1 of this year amounted to 1,948 vessels of a total aggregate tonnage of 3,627,682, according to the *Journal of Commerce*. The value of these ships, before the war, was in excess of \$400,000,000, but at present prices paid for ocean carriers, it is many times that amount. This does not include the value of the cargoes.

The effect of this loss on grain exportation is marked. The shortage of tonnage has increased the competition for space so much that ocean rates have been raised to unprecedented height. In some cases the rates for a round trip have been equal to the cost of the vessel, and at the present time they are almost equal to the high level which prevailed last winter. In spite of the activity in ship-building new vessels cannot be supplied fast enough to take the place of those destroyed so there is little prospect of low ocean rates until the war ends or, at least, until submarine activity has been lessened.

In the meantime war risk insurance has increased until transatlantic underwriters are charging 3 per cent and for Mediterranean sailings 6 per cent.

Important as these factors are in the grain export situation they are no greater than the risk incurred through uncertainty of deliveries and attendant losses. To provide for this necessary risk a considerable margin has to be provided, and although the spread between the Liverpool and American price on individual commitments seems large, averages since the war began show that it is not too large to insure even a moderate profit. In a recent statement made at Chicago, Julius Barnes, of Duluth, leading wheat exporter of the country, declared that in no year has his profit been over one cent per bushel on exported wheat. The situation is one in which agitators can make capital for their denunciations of exporters, but these criticisms are based upon ignorance of the facts, and are not borne out by actual experience of the men in the trade during the past two years.

WILL HESSIAN FLY BE LEGISLATED  
OUT OF EXISTENCE?

The annual losses due to the ravages of Hessian fly effect materially the total wheat production in this country. Agricultural colleges, county agents, and private agencies of various kind have made persistent attempts to eradicate the pest, but with very indifferent success. The conservative farmers need something more than advice to insure their co-operation in ridding the country of fly.

The Armour Grain Company of Chicago is of the opinion that only by legislation can wheat growers be forced to take measures for their own protection. To this end the company has sent the following letter to every senator and representative at Washington:

The critical problem presented to statesmen and publicists by the great rise in prices of foodstuffs, cannot fail to be a matter of grave discussion during the coming session of Congress.

During the last 10 years the annual damage to winter wheat crops by Hessian fly has averaged 50,000,000 bushels. Fear of this pest has caused the abandonment of a large area especially adapted to the growing of wheat. Other less valuable crops are being grown, involving heavy losses to the farmers and a deplorable economic waste to the community at large. The shortage of the 1916 crop of soft wheat was about 60,000,000 bushels in the territory infested with Hessian fly and thousands of acres were withdrawn from wheat cultivation because of the pest. We believe that this great loss is avoidable and that timely action by the Federal Government would have prevented the American wheat shortage of 1916 from which much hardship has fallen on the people.

The extirpation of the Hessian fly is an inter-state matter demanding Federal action. To drive the pest from one farm, township, county or state is futile. Broods from outlying regions immediately return to do their destructive work. There is urgent need of an act of Congress making compulsory such concerted action on the part of all farmers as will exterminate the Hessian fly, her larvae, and her eggs, throughout the wheat belt.

Our Crop Expert suggests the following simple, inexpensive and effective treatment to exterminate the Hessian fly:

- Take vigorous measures immediately after harvest.
1. Burn over the stubble, if possible.

2. If stubble cannot be burned over, put a disc at work and go over the field very thoroughly.
3. Follow up the disc with the plow. Break the stubble evenly and well, from 4 to 6 inches.
4. Watch the field and, just before the fall brood of the fly comes to life, kill all volunteer wheat.
5. Do not put in the seed until it is certain there will be no top growth while the fly is depositing larvae. Early seeding harbors the fall brood and allows the fly to deposit the eggs and larvae.

VALUABLE GRAIN INSPECTION REFERENCE SYSTEM

BY B. S. BROWN.

E. L. Betton, supervising inspector of the Kansas State Grain Inspection Department, has installed at Kansas City a system that has proved

initial, the car number, the consignee, the date, kind of grain, the grade and the test. There are places for noting the breaking of the seal and the application of the seal.

One small square has provided information that at times has been highly valuable. This is the one that provides for "space to use trier," notes being written in feet. The number of feet from top of car to grain is given, and the depth of the grain.

The next space will now be unnecessary, since the new corn grades do not call for a cracked grain record. The "foreign material" and the "damaged" records however will continue very useful. The "location" refers to the railroad yard. The "Track No." has proved particularly useful; for through that notation, an accurate time record is pre-

KANSAS STATE GRAIN INSPECTION DEPARTMENT					
Initial		Car Number			
Consignee		Date			
Kind of grain		Grade		Test	
Space to use trier	Cracked	Frgn. Material	Damaged	Location	Track No.
Feet					
Seal Broken		Seal Applied			
Remarks					
Delivered	Sampler	No. Samples	Assistant Inspector		
			6-3859 (OVER)		

REFERENCE CARD USED BY KANSAS STATE GRAIN INSPECTORS

highly valuable to the Department itself, and to all who come in contact with it. The innovation consists chiefly of the reference card, or tickler, served, for the use of the railroads, the office and the consignee. The importance of this record can be guessed, when it is stated that the railroads use

Remarks:

REVERSE SIDE OF KANSAS GRAIN INSPECTION CARD

which carries practically all the information concerning an inspection—and a great deal more information than had previously been required. Some of these details are for the convenience of persons who deal with the department.

Both sides of this card are shown on this page. On the reverse side is an outline picture of a box car. The inspector traces on this outline the proportions of various grades in a plugged car, as he estimated them upon sampling, and the location of bulkheads. This information is highly valuable, and is thus easily transmitted and received. For instance, if he discovers a bulk of low grade in the middle of the car, he can indicate it by an irregular line, and note the probable number of bushels. If the car has two kinds of corn, for instance, he can indicate whether the corn is separately loaded and occupying this and that end of the car—or is thoroughly mixed.

Now referring to the other side of the card, it has the usual necessary information as to the in-

formation for calculating demurrage—and the notation is a protection to the consignee and to the Department itself, should any question arise as to where a car was at any particular time.

The number of samples brought to the office by the sampler is recorded, as a check; in case one sample is broken open, for instance, the office knows instantly whether others are available.

Besides the initials of the sampler who brings in the samples, there is the signature of the assistant inspector who inspects the grain in the office; on the corners of the card are the initials of the clerk who makes out the certificate, and of the clerk who makes the notations on the card itself. Now that the Federal Standardization System has been installed, the card will bear the number of the certificate as required by the Federal plan.

From these cards the information is copied on the small cards that go with the sample of grain. The reference cards are filed in the office, where the information is instantly available.





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## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, DECEMBER 15, 1916.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

## CAR CONGESTION AGAIN

IT IS cheaper to use freight cars for storage purposes than to build additional storage for the present abnormal business activity. That seems to be at the bottom of the car shortage trouble that is creating so much distress in some sections that elevators have threatened to close down unless relief is given. ¶ In the yards of almost every industrial plant in the East are strings of cars, most of them loaded with raw material ready to be consumed, but some with finished products waiting for notice of transport room for ocean shipment, or shipping directions from the domestic purchaser. Without some action by the Interstate Commerce Commission the railroads are helpless, for all they can do is to collect the demurrage charges. They cannot force the consignee of merchandise to discharge the shipment unless he wishes to do so. The Commission has been appealed to by grain interests, and it could quite easily put a stop to the congestion by ordering a rapidly progressive demurrage charge after a reasonable time after delivery. It would also help considerably and square things up for the shippers if a reciprocal demurrage were ordered. If the unnecessary delays in running time and at terminal and switching yards were eliminated it would be found that the supply of freight cars in the country was more than ample for the requirements of transportation.

The car shortage in Illinois has induced the Public Utilities Commission to order all railroads to supply each station with cars in proportion to the amount of grain that was

handled from each during the past four years. This will avoid complaints of discrimination although it does not remedy the shortage.

## THE MAGIC CIRCLE

ALCHEMISTS of old made frequent use of the magic circle, a line drawn about themselves to keep back their credulous and superstitious followers and to give ample room for the mysterious and invisible business that was going on. ¶ In modern business there is also a magic circle which represents the changing ratio between production and cost; the greater the production the less the cost, up to a certain point. ¶ In these days it takes a wizard to draw the magic circle in the proper place and if he makes a mistake there is no longer any superstitious awe that will keep back the venture-some. If the circle is drawn too wide, Failure enters the sacred precinct; if it be drawn too narrow, Competition comes in with hop, step and jump. ¶ A recent investigation showed that an elevator which handled 200,000 bushels of grain per year was losing money and trade, as it cost two cents a bushel to handle it, when another elevator nine miles away was handling 750,000 bushels of grain at a cost of four-fifths of a cent per bushel, was making money and taking trade away from the first, because it could afford to give more for the grain it bought. ¶ Overbidding a competitor is a frequent method of elevator warfare. Sometimes it works, but on the other hand it frequently brings disaster. The wizard of today does not depend on spirits or incantations. He knows exactly what it costs him to do business, he figures a fair profit and then and there draws his circle. ¶ A profit on a small business is better than a loss on a large, and profits soon turn to losses when reckless bidding starts, particularly when only one man out of 10, according to statistics, keeps an accurate cost account.

## THE BATTLE OF KINGS

IN HIS article on "The Grain Outlook in the South," on another page, Mr. Crain predicts the overwhelming defeat of King Corn by King Cotton. Corn may indeed be subjected to temporary reverses by the record prices of cotton, but we are inclined to believe that Mr. Crain has overlooked some factors which may have an important bearing on the subject. ¶ In the first place the construction of mills and elevators in the South continues at a rapid pace. This assures a growing and continuous pressure for the cultivation of grain. ¶ Secondly, the old boll weevil continued to spread and, in addition, a new cotton pest, the pink boll weevil, has been introduced and has shown itself in many localities. Cotton growers have learned that the only way to exterminate the boll weevil is to cease for a time to grow cotton, so that this factor will encourage grain growing in many localities. ¶ The difficulty in getting cheap fertilizer will discourage cotton growers whose land is dependent on commercial enrichment and will tend to promote crop rotation with legumes included. And last,

we believe that the diversification propaganda has secured a more permanent following in the South than Mr. Crain would lead us to suspect; cattle and hog raising have increased materially and are on a permanent basis. Livestock requires grain and legumes and economy teaches the value of home grown products. ¶ In short, in spite of the attractive price of cotton we look for Southern grain to hold its own during the coming year.

## SEED WHEAT FOR 1917

EDUCATIONAL campaigns of the last few years seem to be bearing fruit, if scattered reports from the Northwest are indicative of general conditions. Not only is the spring wheat crop very light, but the quality of much of the grain is poor, the wheat kernels being shriveled to such an extent as to make them useless for flour purposes, to say nothing of seed. But it seems that farmers have given thought to the morrow to the extent of selecting for seeding purposes the best of the crop. ¶ To provide those communities that failed to develop any seed grain, a considerable amount has been purchased in Canada. But the Canadian Government is also alive to the possibility of seed shortage in the West and has appointed a commission to induce farmers to hold their seed. They are also given the power to buy and sell at cost to municipalities. ¶ So the good work of education goes on and it will not be many years before the farmers of their own volition will do many things that now have to be urged upon them.

## DO WE WANT MORE GRAIN?

WITH the whole country up in arms against the H. C. of L., it seems absurd to even question the necessity for larger crops of grain, but there is a word to be said on the subject, nevertheless. ¶ Since the world situation has caused a shortage of available grain, American farmers for the first time over any considerable period have received an adequate return for their labor and capital. They are prosperous for the most part, and they should be, for they are the most important element, bar none, in the country. ¶ Ordinarily a production such as that of 1915 would have been followed by prices so low that even the volume of produce would not have returned more than a bare living wage. The poor quality of the crop, too, would have subjected them to discounts far greater than those inflicted had the demand not been so great. ¶ When the war ends and transportation lines are reestablished it would be difficult to sustain anything like an adequate price for such a crop unless it could be produced cheaper than has been found possible in the past. ¶ The program of the Crop Improvement Committee of the Council of Grain Exchanges would effect this economy in large measure and, together with those of other agencies working toward the same end, is the rock of hope for the farmers to cling to. ¶ The experience of the past two years has proved conclusively that the railroads are not prepared to handle a large crop when general business is prosperous and making



demands on rolling stock. The situation is too uncertain for them to make the extraordinary expenditures necessary to provide adequate equipment, so that the grain trade would not be greatly interested in larger crops under present conditions. They cannot handle even the moderate crop of this year. The country dealers are not interested in price. Their profits depend on volume so, ordinarily, they would welcome an increase in production. But until the railroads are capable of handling the grain the dealers would not be expected to be over enthusiastic on seeing the present congestion aggravated. ¶ The consumers of course would welcome low prices attained by whatever means and at any sacrifice to the producers; their own general prosperity should make them more willing to adopt the gospel "live and let live" which they have fought for so long on their own behalf, but now seem unwilling to pass on. It always makes a difference whose bull is gored. ¶ Let it not be assumed by the foregoing that we are opposed to a larger yield of better grain. We are not, but on the contrary have boosted the movement in season and out. We can see, however, that to be the great blessing it should be, certain commercial and economic factors will have to be improved at the same time.

## PEACE

PEACE! Even the tentative terms which Germany proposed on December 12 sent the grain market on a toboggan ride, although no one seemed to take the proposal seriously, and actual cessation of hostilities appears as far away as ever. But so skittish is business sentiment, and particularly in the grain trade, that even the flutter of a withered olive leaf from the branch borne by the gentle dove in her flight from the war vultures, is enough to create a panic among the wisest and most sober traders. ¶ All men who have observed the attitude of mind of the leaders of the conflicting forces in Europe are agreed that Germany's proposal contains no foundation for a lasting peace, and that that alone will be the basis upon which the subject can be even approached. Militarism rampant has no place at a peace meeting, for if there is any excuse for the present conflict it is that the result may lay the hideous skeleton of war securely in an enduring grave. That is the ultimate principle which has come out of the multiplicity of motives and emotions, and we in the United States most fervently wish that the final settlement will end the reign of Mars for generations to come. ¶ But aside from any effect the peace proposal may have on the duration of the war, for us it has a deep significance. If even such an inconsequential proposal can drop the bottom from the grain market, we can see something of the effect which the end of the war will bring, and that the present and future is a time of extreme risk for carrying grain or long speculative lines. ¶ Uncertainty is the most demoralizing thing in business, and the result of peace on the grain and stock markets and on business generally, will be most drastic because we are not able to foresee business conditions after

the war. We do not know how much grain Russia has in reserve nor what her facilities will be for moving it when the railroads are freed from military dominance. We can be sure that she will make every effort to get her grain surplus into the world markets, but that is as much as we actually know. ¶ Australia has a large surplus, India has some and a good crop on the way, Argentina has less than usual but still considerable wheat and corn. The ocean freight situation makes these quantities largely unavailable, and again we do not know how soon after the war normal routes of traffic will be opened, nor at what price. ¶ These elements of uncertainty are bound to cause a temporarily profound depression when peace is declared, but we are of the opinion still that after the final adjustment comes, America will be called upon for all we have to spare and that prices for some time will be at a high level.

## COSTS—WILL YOU DO YOUR BIT?

SINCE its organization on February 22; 1915, the Federal Trade Commission has expended most of its energy in persuading business firms of all kinds to ascertain, by proper accounting methods, the real cost of doing business, this cost to include the much neglected item of depreciation. ¶ That there is need for the elevator companies of the country, particularly the country houses, to heed the advice of the Commission is manifested by the great diversity in service charges at various stations. For handling a farmer's grain through an elevator, without regard to the specific method by which the grain is handled, charges range from two and a half cents to five cents for small grain, and from two to three cents for corn and oats. These are not the limits by any means, but they represent a great number of average houses. ¶ It seems incredible that it costs twice as much to handle grain in one elevator as it does in another, particularly, as is often the case, when the capacity of the houses and the annual amount of grain handled is approximately the same. Something is wrong. There is either an overcharge in the one place, or an undercharge in the other. ¶ Of the two evils the latter appears the worse, for the dealer who charges less than it costs him to do business is not only signing his own death notice, but at the same time is so demoralizing the trade over a wide territory that every dealer is effected. If a dealer overcharges, competition provides a natural remedy. ¶ If grain elevators maintain the same average as other business concerns of the country, not more than five per cent of them actually know what it is costing to do business. We are inclined to doubt if the average is as high as that among country houses. Perhaps one per cent would be nearer the mark. And yet the profit and loss accounts is wholly dependent on the cost. ¶ We must conclude, then, that 99 per cent of the profit and loss accounts are nothing more than innocent lies, which delude only the owner of the house, giving him in many cases a false sense of security which a real knowledge of facts would destroy utterly. ¶ Is there among our

readers a single country elevator which has a true statement of last year's business, including interest and fair depreciation charges and a proper salary to the owner, together with the amount of grain handled so that the cost per bushel can be computed? Will you submit your figures to us for publication with the assurance that neither the firm name nor location (except the state) will be printed, nor revealed to any person? ¶ If you will do this it may result in bringing other dealers to their senses and making the business of handling grain a more fair and profitable trade. It is our belief that the charges at many points are too low, but only actual figures will convince the unbelievers. ¶ Of course, the grain handling account must be kept separate from that of any sideline, for it might well be that where a combined business would show a legitimate profit, the grain end alone would be losing money. This state of things is manifestly unfair and handicaps every competing dealer. Will you, brother dealer, help the trade to this extent?

## LEE G. METCALF

THE name Lee G. Metcalf is one to conjure with in Illinois state or national grain circles. It stands for highest efficiency and a rare order of executive ability, so that when it was proposed at the meeting of the Executive Committee of the Illinois Grain Dealers, that the former president of the National Association should be urged as a minority member of the state Public Utilities Commission, the suggestion was received with enthusiasm. Grain dealers throughout the state will be interested in this announcement and will use whatever influence they may possess in having his appointment made. ¶ It is not merely a matter of sentiment, but of pressing importance, for at this time the Utilities Commission should be made up of men who have a firm grasp of railroad difficulties, who are experienced business men, and who have an unusual amount of judgment and common sense. In all these particulars Mr. Metcalf qualifies to an unusual degree, and it is quite certain that no appointment which Governor-elect Lowden could make would be received with more general approval and acclaim than this. ¶ Mr. Metcalf is obviously the man for this position of responsibility and trust and we urge every Illinois dealer who has the ear of any influential friend of Mr. Lowden to press the name of Lee G. Metcalf as a member of the Commission. The appointments will be decided very soon, so act at once, you dealers, if you want an administration with a complete understanding of your problems and a sense of justice to all.

Minneapolis has always been at a disadvantage in its demurrage rules, as only five hours' free time are allowed after the inspector's sample reaches the consignee. The present movement to have the rules revised to a basis similar to that of other markets has been too long delayed and has cost receivers many unnecessary dollars.



## EDITORIAL MENTION

May the new year bring increased prosperity.

No chance for Embargo Bills this year, and little for next.

The present price of coal seems to make no difference in the number of overheated stoves.

Everyone seems to be writing or talking about embargoes lately, so we will have our say: Don't do it.

Reports of chinch bug prospects are already numerous in the Southwest. Every wintering place of this pest, straw, dried grass and weeds, should be destroyed.

North Dakota is convinced that the middlemen make all the money there is in grain. We are anxious to see what it thinks when it has operated terminal elevators for itself for a season or two.

Buffalo will resemble the Kiel Canal when the 100 vessels, expected to hold grain stored through the winter, are all safe in harbor. The port embargoes have congested Buffalo elevators past record.

The Department of Agriculture has been instrumental in stopping last year the importation of 193 varieties of bugs, that came in with seed and plants. Mr. Fawcett's article in this issue explains how it is done.

Private enterprise is doing more for the improvement of grain than is generally acknowledged. The International Harvester Corporation spends vast sums to this end, and out in California the Sperry Flour Company is on the way to developing a superior milling wheat for the Golden State.

"Keeping wheat in this country is merely a question of paying the price, and the United States is in a better position to pay the price, whatever it is." This remark is attributed to M. L. Esterbrook, chief of the Bureau of Crop Estimates, and sums up the situation exactly.

Submarine activity is costing Britain 10 vessels per week and threatening the food supply. The nation is thoroughly aroused over the situation and has taken drastic steps to curtail unnecessary consumption. But, even with the strictest economy a large amount of grain will have to be forthcoming.

The Government in its quest for efficient supervisors for the various markets, has drawn rather heavily on organized inspection departments. These men will be missed, but will, perhaps, have a larger field of usefulness in the discharge of their new duties. We cannot begrudge them the opportunities they have accepted, but wish them the fullest measure of success under the Government standard.

The Illinois Central Railroad on December 13 placed an embargo on all Eastern grain shipments. This completely closes the East so far as grain is concerned, for all other roads had placed an embargo before this time.

When the grading of grain is entirely under Government supervision, and farmers are convinced that their shipments have been properly graded, what will be the basis of their future complaints against the terminal markets to take the place of this old standby?

Service and Regulatory Announcement No. 15<sup>1</sup> contains many features of interest in regard to the administration of the Grain Standards Act. It is summarized on another page, but may be read in its entirety if you write the Office of Markets and Rural Organizations, Department of Agriculture, for it.

The Railroad Commission of North Dakota is required by law to investigate different markets in order to determine the best kind of terminal elevators for the state. A pleasant junket to the receiving centers of this country and Canada is in prospect, but it will have to be done on \$2,000. A niggardly pittance. A real junket could spend that much in a day.

When you use a code message be sure that you get the right words. The Supreme Court of Kansas recently held that acceptance of a telegraphic code offer constitutes a contract, even if the word for 35,000 is used instead of the one for 3,500 and in spite of letter confirming the latter amount. The case is cited on another page.

Two brokers in Chicago, not members of the Board of Trade, were recently denied ticker service because they handled trades for women. Now that we have a woman congress "man" from Montana, perhaps the Board may revise its practice of refusing feminine business. We hope not.

Lack of cars has been responsible for the closing of many elevators. Railroads claim inability to provide proper equipment, in spite of large earnings. The solution seems to lie in the amendment to the Act to Regulate Commerce, proposed by Frank H. Funk and which may be found in the Illinois report under Associations. Read this carefully and if it seems to you to meet the situation bear it in mind when your congressman is considering its passage.

Master bakers are making a determined effort to have the Government place an embargo on wheat. Several organizations of women, God bless them, are aiding and abetting the movement. In the case of the bakers organizations it has been alleged that some of them, which are made up almost wholly of Germans, are playing or attempting to play international politics. The women are influenced altogether by sentimental reasons—they are so sympathetic. And what are economic laws or the constitution of the United States, compared with a pretty sentiment?

Gondola cars have been pressed into grain service in all parts of the country to aid the congestion caused by boxcar shortage. Are we to be forced by railroad inefficiency into the crude practices of Argentina and Australia?

The Government report on winter wheat average and condition will not be issued until after this paper is mailed, on December 15, but the meager reports from private sources seem to indicate an average acreage which goes into the winter in excellent condition. We do not remember a year in which less information on winter wheat condition has been available early in December.

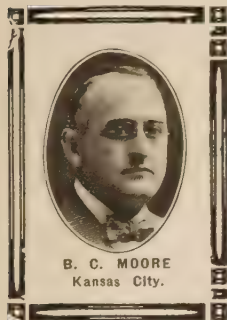
Insurance is of two kinds: That which you pay for to some organized company, and that which you take care of yourself by inspecting your machinery and elevator heads when you close down; by allowing no rubbish to accumulate inside or outside of the plant; by seeing to it that stovepipes and chimneys are spark proof and insulated; and by having fireproof siding and roof. You should protect yourself by having both kinds, for neither one will cover all possibilities of loss.

The farmers' non-partisan ticket in North Dakota, having for its platform state-owned elevators, flour mills, slaughter houses, etc., was elected, and the majority in the legislature promises to make the platform into law and to actually build and administer these industries. Now the Equity Co-operative Association of North Dakota has been organized, with a capital of \$250,000, to handle a series of milling projects backed by the Society of Equity. Is the Society going to enter into competition with the state, or does it imagine that it is the state?

A Northern newspaper reports that farmers in the Northwest are desirous of having seed wheat admitted free of duty as there is a decided shortage of seed wheat of the spring variety, but object on the ground that wheat is now high and farmers should be made to pay the price. The best way to lower the price of wheat and flour is to have large crops, and large crops can only be had from good seed, and good seed will be used only when it can be obtained easily. This is not intended to bear on the subject of free wheat, but upon the senseless argument of the newspaper in question.

The Pomerene Bill of Lading Bill goes into effect on January 1. It protects the bulk grain shipper when he "installs and maintains adequate facilities for weighing such freight," but the scales will have to be above reproach if such protection is sought. Association or state scale departments should be made use of by every grain shipper. Records of a faulty scale would carry no weight in a court, but a railroad would be compelled to accept the weight of a tested scale properly used. The scale is becoming of more importance in shortage suits than ever before so that it is incumbent on the trade to protect their interests by having their scales in order at all times.



B. C. MOORE  
Kansas City.

## NEWS OF THE TERMINAL MARKETS

P. M. INGOLD  
Minneapolis.

### NEW CERTIFICATES ADVANCE

The Omaha Grain Exchange of Omaha, Neb., recently filed an amendment to its constitution raising the cost of new certificates of membership from \$5,000 to \$10,000. The price of memberships in the Exchange have been ranging around \$3,000.

### ELECTION AT OMAHA

At a late November meeting of the new Board of Directors of the Omaha Grain Exchange, Omaha, Neb., Barton Millard of Merriam & Millard, was chosen president for the coming year. J. A. Linderholm and C. E. Niswonger were elected vice-presidents and Frank H. Brown was re-elected treasurer.

### CHANGE IN COMMISSION RATES

At a meeting of the members of the Baltimore Chamber of Commerce, held late in November, the rules relative to the commission rates in grain were amended to read as follows: "On all grain handled effective at once, there shall be a charge of 1 cent per bushel unless the selling price of the grain exceeds \$1 per bushel in which case the minimum charge shall be 1 per cent on gross sales." No change was made in the commission rate on hay and mill feed.

### TOPEKA HAS BOARD OF TRADE

A meeting of grain men and millers was held at Topeka, Kan., December 5, at which the Topeka Board of Trade was organized. Nearly all of the grain men and millers of Topeka became charter members, and a trading hall will be secured at once with direct wire to Kansas City. It is the plan to provide facilities for trading in cash wheat.

The officers of the new organization are: H. D. Yoder, vice-president of the Topeka Flour Mills, president; P. J. Meyers, grain merchant, secretary; David Page of the Thomas Page Milling Company, treasurer.

### HEADS I WIN, TAILS YOU LOSE

The gallery, in the trading room of the Minneapolis Chamber of Commerce, Minneapolis, Minn., has been closed. The reason stated is "wimmen" Ever since Eve and Helen and Cleopatra took a chance on man the movement has spread. Man, however, was quickly sized up, ticketed, labeled, and reduced to an exact science in as far as productiveness went. He no longer afforded the proper diversion sought by the feminine mind, therefore modern Eves took to speculation. At Minneapolis, Minn., it was reported they frequented the gallery in large numbers intent on watching their profits diminish or grow. Now the gallery is closed. Trading by "wimmen" is not countenanced on the Minneapolis mart. Evidently traders deem the proper speculation for "wimmen" is "bridge" in the home.

### WILL AUSTRALIA SHIP MUCH?

Australia is harvesting now. She has a good crop. Stocks of old wheat large. Shipments since January first have not averaged a million bushels a week. Europe needs eight or ten millions even with decreased consumption of wheat flour. Voyage from Australia to England is three times as far as from North America. With tonnage so scarce the voyage is a very important factor. India is almost as far. Australia has had 11 months to export her record crop of last season but actual shipments have been only 10 per cent of Europe's import needs. Will the Allies supply the boats to move much? Broomhall says they hope to ship 1,600,000 a week. On November first Australia had

29½ millions old wheat in store against none year ago. India has fine prospect but does not ship new wheat freely till May. Argentina has very little surplus. Europe will probably take our wheat freely as long as it lasts.—C. A. King & Co., Toledo.

### BARTON MILLARD

Barton Millard, who will direct the affairs of the Omaha Grain Exchange as its head the coming year, comes from one of the oldest and most favorably known families of that city. As a native of Omaha



BARTON MILLARD

Mr. Barton has always been an enthusiastic worker for the city's advancement, and his influence has been steadily felt in the grain trade of that market with which he became associated about a decade ago. He was a member of the committee which had charge of the working out of the details of the new exchange building which preceded a wonderful growth in the Omaha grain business.

Mr. Millard's first association in the grain business was with the old firm of Merriam & Holmquist which later dissolved. He then organized, with Mr. Merriam, the Merriam & Millard Company, with which he has since been connected. He is among the younger set of progressive grain men on the Omaha Grain Exchange and his friends predict a thoroughly modern business regime during his term of office.

### STOCKS IN 1917 LIABLE TO BE LARGE

The greater activity of U-Boats, the destruction of additional ocean carriers added much to the uneasy tone and to the general weakness. And further, after the recent very active business claimed to have been done for export, comes the announcement that Government buying for Europe has anticipated requirements as far ahead as next March. Just what are the actual facts, is difficult to judge. It is a practical certainty that the large volume in this country and in Canada controlled by the foreign trade can not possibly be moved from North American ports for weeks to come unless there is

a much more ocean tonnage available than is now in sight. Stocks later in the crop season, even of wheat and its products, to say nothing of other grains, are very likely to be far above the calculations of the American bull speculators.—Pope & Eckhardt Company, Chicago.

### GRAIN COMMISSION RATES ARE RAISED

At a recent meeting of the Kansas City Board of Trade it was decided by vote to raise the commission for round trades of 5,000 bushels of grain from \$6.25 to \$7.25, same as Chicago fee. The vote stood 102 for, and 16 against. A proposition was also carried for reducing the rate for handling mill feed from 2 cents per hundredweight to \$5 per car.

### "BIG CHIEF" KICKS

"Big Chief" Ed. Culver of Toledo, has two sons in the Scott High School Football Team. The team has not been defeated this season. They played the champion high school team of the East recently at Haverhill, Mass., winning by a score of 13 to 0. "Big Chief" went along to cheer the players. The "Big Chief" often kicks, but not in football.

### INSURANCE RULE DEFEATED

A proposed amendment to the rules of the Chicago Board of Trade requiring regular delivery of grain on contracts, if the buyer so elects, to carry insurance of 85 per cent of its market value, was defeated. The amendment provided an agreement on the part of the seller to provide insurance as near the grain's full marketable value as it was possible to obtain.

The main objection to the amendment was that it left the amount of insurance indefinite and uncertain and did not explicitly exempt existing contracts. On account of the prevailing high price of wheat it has been almost impossible to obtain the maximum amount of insurance demanded by the rule, and Chicago has also quite a number of wooden elevators, none too modern, on which insurance companies were unwilling to place an unlimited line.

### LOOKING FORWARD

The great wheat and corn problems lie in 1917. Far enough ahead to permit very liberal breaks from time to time. The big oats exports will evidently occur in the April to July 1917 period. Australian sea tonnage news governs U. S. wheat prices.

Of the 3,600,000 vessel tons lost in the war the Allies owned 2,600,000. The new allied tonnage for 1915 and 1916 may equal 800,000—and with other ships seized, etc.—1,200,000. The world's shipping can stand another 12 or 24 months of the heavy submarine loss but it may finally affect the British export trade. The heavy loss to date has "walled off" the 170,000,000 old and new Australian wheat surplus. A steamer can cover Liverpool and New York (return) about four times in the return trip time from Australia.

The U. S. business world is inexorably opposed to embargoes. The March 1917 farm wheat reserves will evidently be feeble—probably the lowest since the 111,000,000 of 1905 and the 122,000,000 of 1912. Rail congestion, vessel scarcity and the permanent fight against high food costs should continue as retarding factors. The necessity of looking beyond the \$1.90 to \$2.00 level for wheat is not apparent and not common sense.

After future lively advances we must consider



the fact that some check will have to be administered to our wheat exports. A farm reserve report against February 1 may be ordered. On the basis of the Howard Bartels figures the U. S. will not be near a domestic basis until February 20 or so. Argentina looks a total wheat failure. If Europe economizes, there can be no scarcity there before June 1.

If England reaches the Australian reserves freely our wheat should develop lively breaks. The fall of Roumania prolongs the war but the main factor remains—"the January 1, 1917, food reserves of the central powers." This is the big war problem. Corn may become a generous human food or it may not. The Argentina new corn promise can be guessed at 85,000,000 (surplus)—about 60 percent of an average. U. S. corn exports in 1917 may be a modern record as English appetites relish the recent bread mixtures.—*E. W. Wagner & Co., Chicago.*

#### CONSOLIDATION OF STRONG FIRMS

While new blood is continually making its appearance in grain exchange affairs and young men in the trade are forcing their enthusiasm and aggressiveness into prominence, a more significant movement is the consolidation of talent and experience into new firms which command immediate prestige through the weight of their combined influence.

Such a combination was recently brought about

Mackenzie & Day, who has a large acquaintance among country shippers. The wire offices at Earlville and Princeton, Ill., and at Cedar Rapids, Waterloo, Washington and Oakley, Iowa, will be turned over by the Day brothers to the new firm.

The combination as presented by the new firm is a strong one, strong in experience, knowledge and friendship, and it is safe to predict that the new offices in the Postal Telegraph Building will be busy and prosperous and the center of well wishes from a host of friends.

#### CHANGES IN MEMBERSHIP

*Baltimore.*—J. Carroll Fahey and C. W. Watkins were elected to membership in the Chamber of Commerce. Membership of Benson Blake was transferred. Reported by Secretary Jas. B. Hessong.

*Chicago.*—New members on the Board of Trade are: Frederick G. Sprague, Harry L. Wilkinson, Hugo D. Lehmann, Orphy Friedman, Frederick W. Goessels, Jno. W. McGraw, A. E. Barrett, Jno. F. Kroutil, Franz A. Stude and Edw. C. Badenoch. The memberships of the following have been transferred: Oliver D. Mosser, M. C. Holyroyd, Jno. H. Eversole, Edwin C. Remick, Chas. J. Winter, Burton F. Hales, Orrin G. Smith, Geo. W. Maddin and D. A. Badenoch. Reported by Secretary J. C. F. Merrill.

*Kansas City.*—Asa D. Thomason with Root Grain Company was admitted to the Board of Trade on

#### TERMINAL NOTES

Jas. P. Ryan has left Logan & Bryan, of Chicago, to go with ReQua Bros.

F. K. Jory has become connected with the Sioux Falls office of the Flanley Grain Company of Omaha.

W. F. Andrews now has charge of the branch office at Peoria, Ill., of Lamson Bros. & Co. of Chicago.

Norwood P. Holland has become associated with the firm of E. L. Rogers & Co., grain and hay dealers of Philadelphia, Pa.

The annual corn show held by the First National Bank of St. Paul, Minn., was opened December 7 with 1,500 exhibits.

Douglas I. Van Ness, formerly with Lamson Bros. & Co. of Chicago, has been appointed floor manager for E. W. Wagner & Co.

The grain and flour business of Morris Rosenfeld of New York, N. Y., has been incorporated with a capital stock of \$30,000.

Robert V. Smith has discontinued his grain brokerage business at Kansas City, Mo., to go with Bruce Bros. Company of that city.

L. J. Lederer, head of the firm of Lederer Bros. of Baltimore, Md., celebrated with his wife their silver wedding anniversary on December 1.

E. W. Wagner of E. W. Wagner & Co., of Chicago,



MINTHORNE M. DAY



WINFIELD S. DAY



JOSEPH SIMONS



CHARLES BAKER

on the Chicago Board of Trade in the formation of Simons, Day & Co., which unites the former firms, J. Simons & Co. and Mackenzie & Day, and also takes in other interests which will put the new organization in a high position of influence.

Charles Baker is president of the new concern. His widely read market letters showing a close and comprehensive study of economic conditions, have drawn to him a large following. M. J. Bloom, first vice-president, is a well known figure among the speculative interests of the Board of Trade. The other vice-presidents are J. George R. Graham, an expert in stocks and bonds, and B. F. Schwartz, head of the firm, B. F. Schwartz & Co., of the New York Produce Exchange. After January 1 another vice-president will be added in the person of Fred C. Sawyer, head of the provision department of Swift & Co., who will organize and head the provision department for the new firm.

Winfield S. Day, who brings with him the business of Mackenzie & Day, is secretary of the new organization, while his brother, Minthorne M. Day, will have personal charge of the country department.

The position of manager and treasurer is in the capable hands of Joseph Simons, the present first vice-president of the Chicago Board of Trade. Mr. Simons is an active operator in the commission business and has a wide experience in both cash and speculative trades.

The cash grain sales on the Chicago Board will be handled by Harry T. Todd, formerly with

transfer from James L. Root, deceased. Reported by Secretary E. D. Bigelow.

*Memphis.*—Membership to the Merchants Exchange has been granted to E. W. Wagner of E. W. Wagner & Co., of Chicago, Ill. Reported by Secretary N. S. Graves.

*Milwaukee.*—James A. Butler, George K. Knowles and H. McCardel are new members in the Chamber of Commerce. Geo. H. Cheyne, Herman Reel, August Schmidt, deceased, and M. B. Helmer's memberships have been transferred. Reported by Secretary H. A. Plumb.

*Minneapolis.*—D. W. Warwick, president of the Millers Grain Company of Wichita, Kan., was elected to membership in the Chamber of Commerce. Reported by E. P. Kehoe, statistician.

*Peoria.*—New members on the Board of Trade are as follows: J. A. Waring, F. A. Grier & Co., Peoria; E. H. Young, Harwood Young Company, Peoria; Wm. F. Andrews, manager Lamson Bros & Co., Peoria; Samuel Thomas, F. A. Grier & Co., Peoria; and S. D. Tinley, Geo. W. Cole Grain Company, Bushnell. Reported by Secretary John R. Lofgren.

*Richmond.*—Rudd Bros. are new members on the Grain Exchange. Reported by Secretary Y. E. Booker.

Geo. H. K. White, chief grain inspector for the New York Produce Exchange for over 25 years, has been appointed to inspect grain under the United States Grain Standards Act in the Second New York District with headquarters in the Produce Exchange.

Ill., was recently elected by the Board of Managers, a member of the New York Cotton Exchange.

Membership in the St. Louis Merchants Exchange, St. Louis, Mo., have been advancing in price, a rate being at \$265, and \$300 are now asked.

The Moffatt Grain Company of Kansas City, Mo., has been incorporated with a capital stock of \$25,000 by E. O. Moffatt, J. F. McElvain, A. G. Adams and others.

Edward G. Herman has resigned his position as floor manager "on Change" for E. W. Wagner & Co. of Chicago, and engaged in business as an independent broker.

Harry Haskell, secretary of W. H. Haskell & Co., grain dealers and corn millers of Toledo, Ohio, was united in marriage in November to Miss Mary B. Partridge of Detroit.

H. Lee Early, president of Early & Daniels Company, grain and hay merchants of Cincinnati, Ohio, was recently chosen a director of the Hamilton County Agricultural Society.

The Minneapolis house of Bartlett, Frazier & Co., with head office in Chicago, recently filed amended articles of incorporation increasing the limit of its liabilities from \$200,000 to \$1,500,000.

The Poe Cottonseed Products Company of Memphis, Tenn., has been incorporated to handle cottonseed oil, meal and hulls on a brokerage basis and linters on a commission basis. Mr. Poe was



formerly connected with the United States Department of Agriculture as "Specialist in Marketing Cottonseed and its Products."

John Whiteside who has been identified with the grain trade of Chicago for a number of years past, is now manager of the branch office at Kankakee, Ill., of J. E. Bennett & Co. of Chicago.

E. C. Prescott, formerly with Fields & Slaughter Company of Sioux City, Iowa, has been made manager of the Sioux City office of the well known grain house of Rumsey & Co. of Chicago.

C. W. Austin, formerly manager of the Erie Railroad Elevator in New York City, has gone with the Chicago Grain & Salvage Company of Chicago, Ill., and will have charge of their elevators.

The Baltimore Pearl Hominy Company of Baltimore, Md., owners and operators of the Seaboard Corn Mills, are erecting a 60x100 feet, two story brick warehouse at Howard and Ostend Streets.

R. J. Mansfield, recently with W. H. Perrine & Co. of Chicago, Ill., has become floor manager for Bartlett, Frazier & Co. of Chicago. Sam Fernandes has taken Mr. Mansfield's place with W. H. Perrine & Co.

The new grain standards offices at Buffalo, N. Y., of the United States Department of Agriculture have been established in Rooms 331-336 of the Chamber of Commerce Building with Mr. McLaughlin in charge.

E. L. Southworth of Southworth & Co. of Toledo, Ohio, took a prominent part in the annual meeting of the National Rivers and Harbors Congress at Washington, D. C., December 6, 7 and 8. Mr Southworth is a director in that organization.

J. Frank Ryley of John T. Fahey & Co., Baltimore, Md., entertained about 50 of his friends the latter part of November at an oyster roast on Bear Creek. Automobiles conveyed the party to the shore where a splendid shore dinner was given.

Charles Neal, John R. Tomlin and Frank Kell have sold their interests in the Aylsworth-Neal-Tomlin Grain Company of Kansas City, Mo., to George Aylsworth who becomes sole owner. The company is capitalized at \$250,000 and operates the Murray Elevator.

The Kansas-Missouri Grain Company with headquarters at Dodson, Jackson County, Mo., recently incorporated with a capital stock of \$8,000, to carry on a general commission business in grain and produce. The incorporators are: L. B. Andrews, J. C. Lewis, W. A. Nally.

K. B. Seeds is the new Federal grain supervisor of grain for the Toledo, Ohio, District. He has opened offices in the Second National Bank Building.

Rumsey Co., of Chicago, announce that hereafter W. H. Ransom of Des Moines, Iowa, will represent them in Iowa in the solicitation of grain business in all its branches.

G. W. Kelly, formerly with the Turon Mill & Elevator Company of Hutchinson, Kan., is traveling in the interests of Orthwein-Machette Company of Kansas City, Mo.

Thomas C. Craft, Jr., vice-president of the Baltimore Grain Company of Baltimore, Md., was recently elected president of the North Carolina Society of Baltimore.

Ernest T. Lorimer who has been manager for the past six years of Farmers Galesburg Elevator at Galesburg, Ill., has been appointed manager of the branch office at that place of Lamson Bros. & Co. of Chicago. The elevator is being operated under the management of G. T. Warren.

The Mullally Hay & Grain Company of St. Louis, Mo., has been organized from the old Martin Mullally Commission Company which recently underwent liquidation. The new concern starts with ample capital and promises the same efficient service which characterized the old firm.

Frank B. Tompkins, who has filled the position of chief grain inspector at Peoria, Ill., for the past 13 years, has been appointed Federal inspector with headquarters at Minneapolis, Minn., under the new Grain Standards Act. It is stated his place

at Peoria will be given by the Grain Inspection Committee of the Peoria Board of Trade to Herbert Fox, who has a record of 25 years in the inspection force.

E. Lowitz & Co. of Chicago, of which Sam Finney is manager, has opened a branch office at Peoria, Ill. It is in charge of James Gordon, recently of Lincoln, Ill.

The Equity Co-operative Exchange of Superior, Wis., is said to be handling an average of 40 cars of grain daily, about three times the amount handled at this time last year.

The many friends of E. P. Pink of Pink & Co., of Cairo, Ill., will be pleased to learn that he is attending to business again after suffering from an attack of pneumonia.

C. S. McKinstry, who has been connected with the grain trade of New York City for very many years past, has become associated with the Armour Grain Company of Chicago.

F. J. Simmons of F. J. Simmons & Co., of Detroit, Mich., started with Mrs. Simmons for his Florida home late in November. It has been his custom to winter in the South for many years.

E. Lowitz, grain merchant of Chicago, has purchased a seat on the New York Stock Exchange and on the Chicago Stock Exchange. The price of the former was \$77,000 and of the latter \$1,800.

The new Chicago Office of Markets under the Grain Standards Act is located in Rooms 6 and 8 of the Federal Building. W. Thurman, of St. Louis, Mo., will be supervisor in charge temporarily.

C. L. Luedtke has received the appointment of Federal grain supervisor for the district of which Nashville, Tenn., is headquarters. He will have his office in the Independent Life Building.

W. W. Thaw, representative on the Philadelphia Bourse and vicinity of Hales & Edwards Company of Chicago, Ill., has changed his headquarters from Wyncote, Pa., to Jenkintown, which affords better railroad facilities.

Charles B. Baron of the firm of Barron & Wilson, grain samplers on the St. Louis Merchants Exchange, has been appointed grain supervisor for District No. 25 under the Grain Standards Act, with headquarters at Memphis, Tenn.

John H. Cox of Baltimore is supervising inspector under the Grain Standards Act in District No. 5. This includes counties in Pennsylvania, West Virginia, Maryland and Ohio. Headquarters have been opened in the Wabash Building, Pittsburgh, Pa.

The Pendleton Grain Company, one of the old established firms on the St. Louis Merchants' Exchange, will open a consignment department for grain on January 1, which it will operate in connection with its cash grain and elevator business.

L. E. Slick & Co., grain buyers and shippers of Bloomington, Ill., and who recently purchased the Hungarian Roller Mills at that place, have remodeled the plant for the manufacture of corn goods, poultry feeds, etc. The mill was started up early in December.

The subject of a "Wheat Embargo" was discussed recently in a practical, historical and theoretical manner by J. Ralph Pickell, with J. Rosenbaum Grain Company of Chicago, in a brief treatise. Facts are presented as well as theories and the conclusion is drawn that an embargo on grain had never fulfilled the function for which it was intended, that it would be an unwise procedure and that there was little chance of an embargo on foodstuffs being placed at this time.

AN active campaign has been commenced by the Uruguay Government to increase the domestic production of oats and alfalfa. According to the *Diario Oficial*, the Department of Industries has issued an order commissioning an agricultural expert to visit the farming regions of Uruguay to investigate the reasons for the failure of the feed crops, with a view to solving the difficulties encountered in this branch of farming. Demonstrations will be given of improved methods of working these crops.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of November, 1916.

**BALTIMORE**—Reported by James B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	3,305,342	5,098,497	3,789,079	5,510,898
Corn, bus....	710,629	340,396	663,516	87,041
Oats, bus....	1,811,745	2,667,523	1,370,220	2,833,253
Barley, bus..	244,769	1,261,952	244,769	913,207
Rye, bus....	1,621,294	1,560,418	1,743,305	801,178
Hay, tons....	4,426	4,025	994	949
Flour, bbls..	370,878	185,259	148,818	73,413

**BUFFALO**—Reported by the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	11,482,578	42,129,579	.....	.....
Corn, bus....	.....	108,000	.....	.....
Oats, bus....	783,107	2,331,411	.....	.....
Barley, bus..	2,907,333	4,123,500	.....	.....
Rye, bus....	180,246	836,750	.....	.....
Flax s'd, bus.	1,581,315	.....	.....	.....
Flour, bbls..	1,202,570	1,300,740	.....	.....

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	6,336,000	6,616,000	4,714,000	2,158,000
Corn, bus....	8,604,000	7,627,000	2,575,000	3,403,000
Oats, bus....	12,353,000	16,337,000	10,807,000	12,850,000
Barley, bus..	3,588,000	3,815,000	955,000	929,000
Rye, bus....	796,000	981,000	739,000	659,000
Timothy seed, lbs. ....	398,900	4,039,000	4,071,000	3,796,000
Clover seed, lbs. ....	995,000	1,953,000	1,021,000	1,506,000
Other grass seed, lbs..	3,175,000	2,526,000	1,999,000	1,219,000
Flax s'd, bus.	176,000	126,000	1,000	1,000
Broom corn, lbs. ....	4,045,000	4,504,000	2,615,000	2,757,000
Hay, tons....	21,287	28,602	1,674	6,655
Flour, bbls..	820,000	938,000	817,000	721,000

**CINCINNATI**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	475,747	1,070,307	463,035	781,817
Corn, bus....	809,690	468,167	255,262	107,250
Oats, bus....	289,699	1,055,071	130,941	946,221
Barley, bus..	100,192	102,708	4,088	106
Rye, bus....	59,475	87,578	12,005	36,588
Timothy seed, lbs. ....	8,088	4,526	1,059	2,568
Clover seed, lbs. ....	2,042	1,605	973	454
Other grass seed, lbs..	14,357	19,013	11,401	13,461
Flax s'd, bus.	10	18	45	33
Broom corn, lbs. ....	276,322	367,796	23,075	29,923
Hay, tons....	15,990	11,976	12,188	8,409
Flour, bbls..	138,436	157,106	109,795	104,826

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	109,555	974,485	67,817	104,173
Corn, bus....	169,855	296,454	11,211	2,001
Oats, bus....	403,698	521,858	28,963	47,488
Barley, bus..	4,308	.....	.....	.....
Rye, bus....	65,259	1,000	3,357	.....
Hay, tons....	2,727	4,306	36	20
Flour, bbls..	60,207	82,819	4,940	5,943

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	229,000	338,000	75,000	175,000
Corn, bus....	319,000	314,000	159,000	146,000
Oats, bus....	216,000	553,000	49,000	211,000
Rye, bus....	49,000	52,000	31,000	43,000
Flour, bbls..	26,000	26,000	36,000	37,000

**DULUTH**—Reported by Charles F. McDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	5,276,466	26,555,675	6,081,425	23,655,462
Oats, bus....	930,891	739,272	677,207	1,063,200
Barley, bus..	1,773,505	4,183,039	2,366,661	4,430,900
Rye, bus....	335,170	963,934	408,350	851,750
Flax s'd, bus.	3,647,768	2,768,734	2,633,258	2,118,480

**GALVESTON**—Reported by R. T. Miles, chief inspector of the Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	.....	.....	1,251,837	866,272

**INDIANAPOLIS**—Reported by William H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	94,000	292,000	71,000	133,000
Corn, bus....	3,285,000	1,738,000	831,000	534,000
Oats, bus....	533,000	906,000	400,000	362,000
Rye, bus....	10,000	28,000	20,000	7,000
Hay, cars....	154	200	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	6,890,400	10,981,900	6,478,750	4,742,550
Corn, bus....	977,500	1,676,250	536,250	535,000
Oats, bus....	838,000	525,000	402,000	161,500
Barley, bus..	91,000	369,600	117,600	284,200
Rye, bus....	33,000	81,400	74,800	72,600
Kaffir, bu....	79,200	367,400	27,000	168,000
Bran, tons....	3,300	3,200	12,320	13,180
Flax s'd, bus.	.....	10,000	.....	3,000
Hay, tons....	36,348	31,572	14,160	5,220
Flour, bbls..	56,750	24,500	260,000	278,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	1,556,981	1,346,000	825,201	632,928
Corn, bus....	1,246,200	761,175	343,453	416,771
Oats, bus....	3,367,280	3,855,100	3,702,031	4,391,527
Barley, bus..	2,655,740	2,679,240	1,043,060	928,275
Rye, bus....	586,060	866,860	394,724	779,401
Timothy seed, lbs. ....	2,670,615	1,080,000	11,800	57,300
Clover seed, lbs. ....	513,830	1,163,140	27,340	208,305
Flax s'd, bus.	70,200	47,190	.....	.....
Hay, tons....	1,653	2,990	744	108
Flour, bbls..	226,830	534,130	281,728	690,272



**MINNEAPOLIS**—Reported by E. P. Kehoe, statistician of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	15,481,990	12,041,630	4,201,150
Corn, bus.	1,329,950	1,904,880	497,400
Oats, bus.	3,925,100	2,351,660	3,528,680
Barley, bus.	4,189,570	3,652,930	3,113,160
Rye, bus.	1,360,470	805,790	1,027,840
Flax s'd, bus.	1,693,890	1,246,820	467,970
Hay, tons.	4,486	4,310	394
Flour, bbls.	76,278	70,627	1,740,837

**NEW ORLEANS**—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	2,288,352	1,280,516	
Corn, bus.	120,440	497,574	
Oats, bus.	70,150	23,110	

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	9,031,800	8,602,150	
Corn, bus.	522,000	744,612	
Oats, bus.	1,460,000	177,064	
Barley, bus.	1,083,350	588,851	
Rye, bus.	193,750	119,015	

Timothy s'd, lbs.			
Clover seed, lbs.	1,879 bags	300 bags	
Other grass seed, lbs.		2,297 bags	
Flax s'd, bus.	247,500		
Hay, tons.	16,888	450 bales	
Flour, bbls.	545,272	318,765	

**OMAHA**—Reported by F. E. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	3,030,000	3,007,200	3,492,000
Corn, bus.	1,486,800	849,600	679,800
Oats, bus.	1,237,600	1,322,600	1,509,000
Barley, bus.	159,600	75,600	86,000
Rye, bus.	176,000	355,300	156,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	163,500	584,400	169,100
Corn, bus.	2,950,600	2,792,800	735,975
Oats, bus.	1,079,300	796,200	1,116,800
Barley, bus.	308,400	301,600	140,000
Rye, bus.	53,400	54,000	55,600

Mill Feed, tons.	6,337	5,915	20,203
Seeds, bus.	600,000	420,000	285,000
Broom Corn, lbs.	165,000	345,000	90,000
Hay, tons.	4,510	3,830	990
Flour, bbls.	161,800	180,950	134,766

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	1,832,553	6,322,644	1,247,306
Corn, bus.	179,349	159,298	125,677
Oats, bus.	1,542,398	1,242,897	936,680
Barley, bus.	64,759	290,240	52,579
Rye, bus.	43,582	215,851	11,054

**PORTLAND, MAINE**—Reported by George F. Feeney, traffic manager of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	1,611,957	2,305,733	1,196,077
Corn, bus.	104,975		
Oats, bus.	4,000	877,961	862,709
Barley, bus.	68,596	271,573	118,751

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	3,097,609	5,802,285	2,874,150
Corn, bus.	1,164,045	1,147,930	386,600
Oats, bus.	1,536,800	1,830,900	1,363,700
Barley, bus.	232,000	300,400	9,650
Rye, bus.	86,900	118,450	73,350
Hay, tons.	14,365	19,940	4,850
Flour, bbls.	415,810	455,500	443,850

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus.	396,200	1,717,000	199,700
Corn, bus.	386,400	272,400	55,500
Oats, bus.	138,400	638,800	213,700
Barley, bus.	1,000	1,000	
Rye, bus.	14,600	13,000	12,310

Timothy seed, bags	3,720	4,107	1,068
Clover seed, bags	13,016	9,310	3,546
Alsike seed, bags	666	758	467

AT the annual corn and small grain show of the Iowa Corn and Small Grain Growers' Association to be held in the Iowa State College from January 29 to February 3, more than 60 trophy cups and many other premiums will be offered for the best exhibits.

A contract has been entered into by the state of South Australia and a Montreal, Canada, concern whereby the latter is engaged to prepare plans and specifications for and supervise the erection of elevators for the bulk handling of grain. A printed copy of the document can be examined by those interested upon application at the Bureau of Foreign and Domestic Commerce or its district and co-operative offices upon referring to file No. 1986. This agreement has special reference to engineering work on the grain handling scheme; it does not provide for the erection of the elevators.

## NEW RULING ON GRAIN STANDARDS ACT

The Department of Agriculture has issued a new Service and Regulatory Announcement, No. 15<sup>1</sup>, which gives the approved forms for grain inspection certificates, forms for designating agents in appeals and disputes, and forms of grade memoranda issued in connection with appeals and disputes.

In addition a number of pertinent questions, relative to the administration of the Grain Standards Act, are answered. These are of interest and should be read in their entirety in the announcement, which may be had upon application to the Department.

The first question was in respect to the term "Prime Sifted Mixed Corn." The Department ruled, subject to decision by the courts, that this term, as defined by market practice, fell within the meaning of the Act as a Federal grade and could not be used after December 1 except in conformity to the Act.

The second question deals with the comparison of requirements of old and new grades for shelled corn and the answer is as follows:

These grades do not permit a larger amount of foreign material and cracked corn combined than the old grades. For example, the old grades allowed in No. 3 white corn, 2 per cent of foreign material, including dirt, cob, other grains, finely broken corn, etc., and 4 per cent of cracked corn, not including finely broken corn, a total of 6 per cent, while the new grades allow only a total of 4 per cent of foreign material and cracked corn. This, however, is determined by using a screen with perforations fourteen sixty-fourths inch in diameter, while in the old grades the cracked corn was determined by using a screen with perforation sixteen sixty-fourths inch in diameter, and the foreign material by using a screen with perforations nine sixty-fourths inch in diameter. It has been found that where the screens specified for the purpose of the new grades are used there will be very few cases in which corn which failed to make a given grade under the old method would make the grade under the new.

The percentage of foreign material and cracked corn, which includes dirt, permitted in grade No. 3 of the official grain standards for shelled corn established, effective December 1, 1916, means the proportionate amount of such material occurring in corn when handled under fair commercial conditions. If any dirt or other foreign matter be added to corn shipped in interstate or foreign commerce for the purpose of lowering the quality of such corn, whether the grade be affected or not, the question would then become one of adulteration under the Food and Drugs Act of June 30, 1906, and upon ascertainment of the facts the appropriate action would be taken by the Department under that statute.

With reference to the provision which allows "a slight tinge of light straw color or of pink on kernels of corn otherwise white," that provision has the same significance in the new as in the old grades, as discussed on pages 9, 10, and 11 of Department Bulletin No. 168, "Grades for Commercial Corn," of which a copy is inclosed herewith.

The third ruling is that imported grain does not fall within the Act until it has entered into interstate commerce from the state in which the port of entry is situated.

Export shipments of sacked grain are ruled upon as follows:

You state that you handle sacked corn through Mobile for Cuba and other foreign points and ask whether, if such corn has been inspected at point of shipment by a licensed inspector under the Act, it will be subject to inspection on arrival at Mobile before being loaded aboard ship.

Section 4 of the Act provides, in part:

That whenever standards shall have been fixed and established under this Act for any grain no person thereafter shall ship or deliver for shipment in interstate or foreign commerce any such grain which is sold, offered for sale, or consigned for sale by grade unless the grain shall have been inspected and graded by an inspector licensed under this Act and the grade by which it is sold, offered for sale, or consigned for sale be one of the grades fixed therefor in the official grain standards of the United States.

There are two conditions attached by this section to the shipment or delivery for shipment in interstate or foreign commerce of grain for which standards have been fixed and established under the Act, and which is sold, offered for sale, or consigned for sale by grade: First, subject to the exceptions in the provisos to section 4, the grain must be inspected and graded by an inspector licensed under the Act; second, the grade by which it is sold, offered for sale, or consigned for sale must be one of the grades fixed therefor in the official grain standards of the United States. The first condition may be complied with at, or prior to, the time of shipment, or, in the cases mentioned in the provisos, either during the course of transportation or upon arrival of the grain at

destination. The second condition applies to the transaction pursuant to which the shipment is made and can be complied with only at the time the transaction is entered into. If the shipment and the transaction both take place after the official standards are established, the duty of complying with both conditions is clear. If both conditions have been complied with, there having been inspection by a licensed inspector at point of shipment, and no factor enters into the transaction which would result in its being considered as a new shipment from Mobile or from any other point in the United States during the course of its transportation, there seems to be nothing in the Act which would require an additional inspection at Mobile. There is nothing, however, in the Act which would prevent the parties from having such inspection performed at Mobile if they so desire.

You ask whether, if your local grain merchants receive a car of corn from some market at which it has been inspected by a licensed inspector, it will have to be inspected again upon arrival, and, if not, how you are to know whether the inspection conformed to the United States Grain Standards Act. The first part of this question has already been answered. As to the second part, your knowledge will be based upon the issuance of a certificate by the licensed inspector referred to.

You ask whether, if your local grain merchants make an interstate shipment of 25 or 50 sacks of corn, such shipment will have to be inspected, and if so, how you are to arrive at a satisfactory charge for the service.

You will note from the language of section 4, above quoted, that no distinction is made between shipments, as far as size is concerned. If, therefore, the Act would apply under the conditions mentioned above to a carload, it would also apply to any smaller quantity. The question of the amount of the charge to be made in the case of such shipments is one primarily to be determined by the inspector and the parties for whom the service is performed. In this connection your attention is invited to sections 9, 11, and 16 of regulation 2 of the rules and regulations of the Secretary of Agriculture.

You also ask whether the licensed inspector will have to get permission from the officials of the railroads before he can inspect any car of corn that is subject to inspection.

There is nothing in the Act or in the rules and regulations specifically dealing with the manner in which an inspector shall gain access to the grain for the purpose of inspection. That, it would seem, must be provided for by the persons for whom the grain is handled and by the carrier, in view of the fact that failure to comply with the provisions of section 4, partly quoted above, is a violation of the Act. It is understood, however, that this is a matter which is sufficiently cared for in present practice.

The answer to the fifth question, Secretary Houston points out the advantages which will accrue to the receiver of intrastate shipments of grain, although they do not come under the Act, nor may appeal from grades be taken to the Department. The fact that all state and market inspectors will be subject to Federal supervision, will insure fair and rigid inspection even of intrastate shipments.

In answer to a question relative to interstate shipments of corn without inspection, reference is made at length to Section 4 of the Grain Standards Act, which covers the ground in part, and in addition Charles J. Brand says:

It is believed that in the class of transactions mentioned you may also, without having the corn inspected, indicate on your invoice to the buyer that it is a certain grade of the official grain standards of the United States, and may guarantee it as such.

Your attention, however, is directed in this connection to the following provision of section 7 of the Act:

No person authorized or employed by any State, county, city, town, board of trade, chamber of commerce, corporation, society, partnership, or association to inspect or grade grain shall certify, or otherwise state or indicate in writing, that any grain for shipment or delivery for shipment in interstate or foreign commerce, which has been inspected or graded by him, or by any person acting under his authority, is of one of the grades of the official grain standard of the United States, unless he holds an unsuspended and unrevoked license issued by the Secretary of Agriculture.

There is inclosed for your information copy of the rules and regulations of the Secretary of Agriculture under the Act. Particular reference is made to regulation 7 in regard to reports of uninspected grain and to regulation 4, covering the subject of disputes.

The last answer indicates that a firm or individual cannot pay all or part of the salary of an inspector if the fees from his work do not compensate him.

SELLING the salvaged grain from the Iowa Elevator at Peoria, Ill., which burned on March 6, by the fire insurance companies, brought them, after deducting expenses, \$105,760.48.



## TRADE NOTES

W. B. Sutton, who has been representing the Huntley Manufacturing Company of Silver Creek, N. Y., in the sale of Monitor grain cleaning machinery in Central Territory, has been transferred to St. Louis, Mo., where he fills the place made vacant by the removal of S. J. McTiernan to Chicago.

J. Ogden Armour of the Armour Packing Company of Chicago has just installed a Lauson 100 horsepower heavy duty Vertical Kerosene Engine on his private estate, known as The Melody Farms, at Lake Forest. This engine is used for generating electricity for lighting purposes and was manufactured by the John Lauson Manufacturing Company of New Holstein, Wis., whose engines have enjoyed a very large success in grain elevator work.

Among orders for Morris Grain Driers and Coolers filled recently by Strong-Scott Manufacturing Company, of Minneapolis, Minn., should be mentioned the installation in the Chicago & Northwestern Railroad Elevator at Milwaukee, Wis. This is an exceptionally well built house and the drier plays an important part in its machinery equipment. The Minneapolis firm also supplied the Invincible grain cleaning machinery and the Morse Chain Drives for this large, modern elevator.

The Hess Warming & Ventilating Company, of Chicago, manufacturers of Hess Grain Driers and Coolers, say, at the close of the year 1916, they have shared in the general prosperity. Sales to December 1 exceeded those of any previous year and they were still running two shifts night and day in the factory at Western Avenue and Twelfth Street. The company has been handicapped somewhat by the difficulty in obtaining supplies to meet the increased demand but in spite of all difficulties the output has exceeded by 25 per cent that of any preceding year.

The C. A. Shultz Manufacturing Company, of Monticello, Ind., has recently taken over from Mr. C. A. Shultz the Shultz King Seed and Grain Cleaner, the purchase price (cost consideration) being \$40,000. This machine will be manufactured in connection with the famous Shultz patent composition scouring case and with other various specialties in grain cleaning and milling machines. The machine is adapted for elevators, warehouses, mills and also for farmers. The company reports they have already experienced a flattering prospect for volume of business on these special machines.

H. W. Richards, secretary of the Skillin & Richards Manufacturing Company, of Chicago, died November 19 at 55 years of age. Mr. Richards had been engaged in the manufacture of grain elevator machinery for about 35 years, first with the Webster Manufacturing Company and later with the Dodge Manufacturing Company, of Mishawaka, Ind. He left the Dodge firm in 1899 to form the Skillin & Richards Manufacturing Company with the late T. J. Skillin. He formerly traveled considerably but of late years had spent the greater part of his time and energy in the office.

The little, readable magazine, *Graphite*, published in the interests of the products of Joseph Dixon Crucible Company, Jersey City, N. J., contains, in the December issue, a picture of the Public Elevator Company's elevator at Louisville, Ky. The significance of its appearance is marked by a letter written to the crucible company by F. C. Dickson, manager of the elevator. It reads as follows: "It will probably interest you to know that the black iron siding that was put on our elevator building in 1881 (35 years ago) and which was painted with Dixon's silica-graphite paint, is still covered by it. We are much pleased to state that we attribute its preservation to the use of Dixon's paint, of which we believe we were the first users in the state."

The Huntley Manufacturing Company of Silver Creek, N. Y., will be represented in Chicago hereafter by S. J. McTiernan, who comes from the St. Louis office of the company. Mr. McTiernan, in point of service, is one of the oldest representatives of this well known grain machinery manufacturing firm. He completes a term of 12 years spent in St. Louis, previous to which time he acted as central agent at Chicago. Mr. McTiernan is one of the best-informed men in the trade, as well versed in grain and seeds as he is in machinery and enjoys an exceptionally wide acquaintance in grain circles. He reports an excellent inquiry for Monitor cleaners since being established in the new office.

The wonderful growth of the mechanical goods department of The Goodyear Tire & Rubber Company, Akron, Ohio, has demanded the erection of a new factory for the manufacture of mechanical goods alone. This factory, when completed, will be as large as the entire Goodyear factory was only three years ago. Equipment is being installed that will permit the manufacture of 25,000,000 Neolin soles in 1917. There has also been a very noteworthy increase in the facilities for the manufacture of Goodyear belting hose, packing and valves. The demand for this class of product has grown very rapidly the past few years, partly due to the intrinsic value of the goods offered, and partly due to the Goodyear service which is behind all the goods of whatever character that are put out in the Goodyear factories.

The Morisrite Manufacturing Company of Bloomfield, N. J., manufacturers of Rat Cure, say in a recent circular: "Just as surely as you have rats and mice around you are losing money and losing it quickly. Rat Cure is the thing that turns the tide. Rat Cure nets you 100 per cent profits and kills your rats and mice. The cost of extermination is five rats for 1 cent. Cheap isn't it? No mixing with other foods, ready to feed from the can. No other animal will touch it. Any rat poison that has to be handled by human hands makes it a 100 to 1 shot that the rats won't eat it. Rat Cure is not touched by human hands from the raw materials until the rat eats it. It contains molasses and cornmeal, two things that rats and mice like very much. To demonstrate this you have only to look at the damage done to your products containing these two articles."

### CANADA'S WHEAT CROP

According to a report issued by the Canadian Government on Nov. 22, Canada's exportable surplus of wheat this year is estimated at 99,493,700 bushels as compared with 265,173,000 bushels last year.

The report places the total wheat crop this year at 160,000,000 bushels as compared with 376,000,000 bushels last year. The amount of last year's crop still left in Canada is estimated at 270,000,000 bushels.

Seed requirements are placed at 21,000,000 bushels for 1917 seeding, and the loss in cleaning and for grain not of merchantable quality is placed at 16,000,000 bushels. For food requirements in Canada it is estimated that 50,000,000 bushels will be required. This leaves for export therefore approximately 100,000,000 bushels.

THE steamer, *Hurlburt W. Smith*, bears the distinction of being the first vessel to take on a cargo at the new elevator of the Northwestern Railroad at Milwaukee, Wis. It was the largest load of grain ever loaded at that port, and consisted of 165,000 bushels oats and 135,000 bushels of barley. The vessel docked at eight o'clock in the morning and was loaded at 4:30 in the afternoon.

### "GOLD MEDAL" CLEANING MACHINES

The origin of medals is generally attributed to Ancient Greece where they were used to reward athletic prowess. However, the custom is one that has survived through the intervening centuries, except that medals are now given for mental as well as muscular feats. The medal of today is a distinction conferred on those who excel in some particular line of endeavor. And the fact that it is so eagerly sought after makes it a very prized possession.

Readers of the "American Grain Trade" will recall the announcement not long ago that The S. Howes



GOLD MEDAL AWARDED TO THE S. HOWES COMPANY

Company of Silver Creek, N. Y., had been awarded the Gold Medal for its exhibit at the Panama-Pacific Exposition. The exhibit was one showing the following machines in operation: Eureka Elevator Separators, Milling Separators, Wheat Scourers, Feed and Flour Packers, and Dust Collectors.

The S. Howes Company is justifiably proud of having won this medal, for it gives the Eureka line of cleaning machinery considerable prestige. The medal is a beautiful one as may be seen from the illustrations of its front and reverse sides, but however great its intrinsic value may be, it is overshadowed by its worth in a commercial sense.

### ILLINOIS TEST CASES PROGRESSING

The test cases being fought in the courts by the Illinois Grain Dealers Association has so far resulted in favor of the shippers on every point. Secretary E. B. Hitchcock, outlines the progress made as follows:

The rulings of the Illinois Supreme Court in the test suits brought by this Association to establish the right of shippers to collect for grain lost in transit from intra-state shipments arriving at destination in so-called "non-leaking cars," give the desired precedents in the shippers' favor.

The Macon County Circuit court entered a judgment against the carrier in the case of the *Shella Langer Elevator Company, Decatur*. The *Illinois Central Railroad Company*, in accordance with the provisions of the Illinois Grain Weighing Statute. The Illinois Central appealed and attacked the statute as unconstitutional; denied the right of shipper to sue because of the Carmack Amendment to the Interstate Commerce Law, and because of the Uniform Bills of Lading Act; claimed that the railroads were not required to weigh grain shipped in carload lots unless track scales had been demanded and installed under Section 2 of the Statute; and urged many technical errors which it was alleged had occurred in the trial.

The Supreme Court held the act to be constitutional. It construed the act as requiring the railroad to weigh grain at origin and destination, and on the failure of the railroad to weigh the grain, made the affidavit of the shipper or consignee final and conclusive as to weight of the grain shipped and delivered.

The Court also held, as was expected, that the railroad was not liable for loss in the weight of grain in transit caused by "natural shrinkage," but cast the burden on the railroad to show that a loss shown by the affidavits of weight was merely a natural shrinkage loss. In other words, the carrier will have to



prove that evaporation of moisture content, and not some other cause, occasioned the loss.

The Court also held that neither the Carmack Amendment, operative in inter-state shipments, nor the Illinois Uniform Bills of Lading Act, operative in intra-state shipments, precluded the shipper from suing, where, as usual, the grain is sold on destination weights.

Though the case was reversed because of an error in instructions given the jury, it is a satisfaction to be able to report that every one of the Association's contentions respecting the Illinois statute has been definitely upheld by the Supreme Court of the state. Precedents, long desired, are hereby established, and our cause is victorious. It is our hope that much good will come as a result of this finding against the railroads and in favor of the grain shipper.

## A SEXTETTE OF ELEVATORS

Grain storage space is quite as necessary for a large mill as perfect grinding equipment. In these days of doubtful deliveries by the railroads, a mill which is not well fortified with stored grain cannot take a chance on future business and is severely handicapped.

The Scott County Milling Company was started as a small plant at Sikeston, Mo., by W. C. Bowman some years ago. It has grown and expanded to its present capacity of 3500 barrels of flour per day, and with a company represented by W. C. Bowman,



ONE OF THE SIX ELEVATORS OF THE SCOTT COUNTY MILLING COMPANY, SIKESTON, MO.

president; C. D. Matthews, Jr., vice-president; L. R. Bowman, secretary; and M. O. Tanner, treasurer.

In order to properly handle the necessary grain they needed better storage facilities and modern fireproof elevators were built at Essex, Noxall, Champion, Tanners, Brown's Spur, and Bertrand, Mo. These elevators were designed by the Burrell Engineering & Construction Company of Chicago and built entirely of concrete and steel, with the exception of the scale shed and office.

The ground floor of the elevators is 21x22 feet and they are 80 feet in height, with a capacity of 12,000 bushels. Three of these elevators are equipped with Western Corn Shellers in the basement, with cleaners upstairs and all six have 22-horsepower Lauson Kerosene Engines installed for motive power which are operated on distillate. With this equipment corn is easily handled at the rate of 600 bushels per hour.

The Scott County Milling Company spared no expense in building and equipping these elevators. They investigated carefully the merits of the various machinery installed, making trips to a number of factories and when they made their selection were convinced they were installing the most modern equipment on the market for their needs. The result they have obtained running their elevators for the past two months has been satisfactory.

# NEWS LETTERS

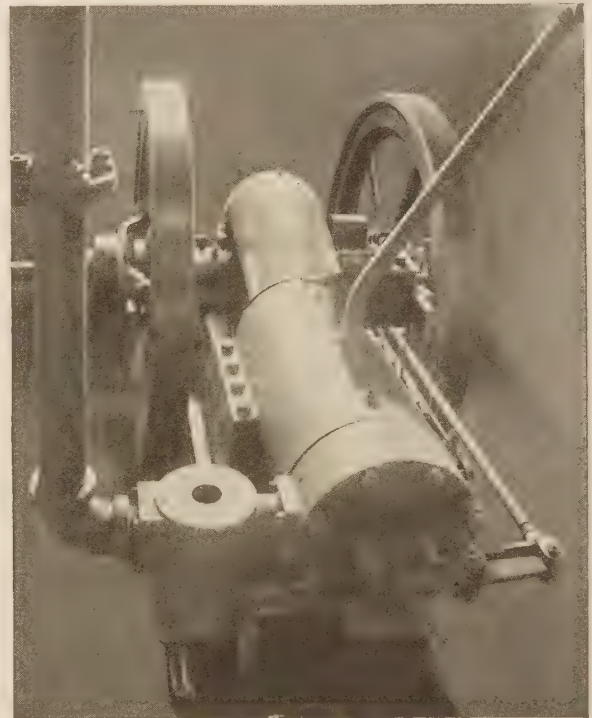
**ST. LOUIS**  
R. O. JOHNSON CORRESPONDENT

**B**OTH commission and cash grain houses on the Merchants Exchange report business active, regardless of the prevailing high prices for wheat, corn and oats, and the smaller movement of grain to this market than at the same time a year ago. In November, receipts of wheat in St. Louis totaled 3,097,609 bushels, compared with 5,802,285 bushels a year ago. Indications are that the movement will average still smaller as the crop year wanes. Export houses were doing a good business for some time, mostly for shipment by way of the Gulf, but cumbersome stocks of wheat at New

Jacob Schreiner, president of the Merchants Exchange, appointed John L. Messmore and Thomas B. Teasdale to represent the Exchange at the hearing before the House Committee in Washington relative to the move of the Government to have the pneumatic tube mail service discontinued in St. Louis. The service has been of great benefit to the Exchange and the removal of it is meeting strong opposition. The Committee on Postal Affairs of the Exchange, at a meeting December 8, adopted a resolution which was received and approved by the Board of Directors of the Merchants Exchange, and was sent to Missouri's senators and representatives in Congress, urging their support in behalf of St. Louis' protest against the discontinuance of the pneumatic tube service.

\* \* \*

With the St. Louis Merchants Exchange election less than a month away, there is considerable talk of a hot contest for the principal office. Under an



A LAUSON KEROSENE ENGINE IN ELEVATOR SERVICE

Orleans and Southern ports have operated recently to restrain this trade, and until the grain housed in Southern elevators is moved out dealers look for a less urgent foreign movement, unless contracted for distant shipment.

The pit "talent" is divided in its opinion as to the future movement of the wheat market. The bulls assert that the recent bearish reaction in the market was but natural, and will be followed later by a big rise, with high prices on the crop probably made in February, the same as last year and the year before, when the records on the crop for both years was reached. The bears claim that with the fight on the high cost of living daily becoming more severe, and with stocks of wheat above last year and shipping conditions for exporters daily becoming more difficult, that even if foreigners do control supplies of wheat in American elevators, unless submarine activities are shortly abated, by spring much of the foreign holdings will have to be resold here, as ships will not be available in sufficient numbers to get the wheat abroad. Bears claim further, that if recent export business reported was authentic, that every effort would be now made to get the wheat abroad, whereas clearances have not been heavy for several weeks, compared with those of a year ago, when the smaller size of this year's crop is taken into consideration.

unwritten rule of the Exchange the first vice-president succeeds to the presidency, and this would assure the election of J. O. Ballard, who now is first vice-president, and who is very popular with many on 'Change. An "insurgent" crowd on the Exchange, however, has not forgotten the fact that Thomas K. Martin, was in line for the presidency last year, and withdrew from the race when it became apparent that Jacob Schreiner, now president of the Exchange, would run on an independent ticket against Mr. Martin. Many members of the Exchange disapproved of the action of the other faction in not supporting Mr. Martin, as he has always been an active worker in the interest of the Exchange. For this reason, it is thought a hot fight will develop when the time for selecting candidates for the new year arrives.

\* \* \*

Transportation by tow and barge between St. Louis and New Orleans has proved to be a financial success, according to S. I. Flournoy, agent of the Kansas City Missouri River Navigation Company. This service will be continued all winter, if possible, or as long as craft can get to and from St. Louis. Thirty large corporations have assured the company 5 per cent of their tonnage, and it is said the saving to the corporations on only this quantity of business is \$15,000 a year. The barge *Beta* arrived in



St. Louis on December 1 with 700 tons of freight. The barge *Advance* left St. Louis a few days later carrying 500 tons of freight. The run to New Orleans is made in six days and the return trip in 10 days. So far the cargoes have been miscellaneous in character, but the company expects later on to do a large business in grain and flour.

\* \* \*

The following have been posted for membership in the St. Louis Merchants: Thomas B. King of the T. B. Hord Grain Company, Central City, Neb.; R. W. Fenwich of National Feed Company, St. Louis; B. C. Moore of Moore-Seaver Grain Company, Kansas City, Mo.; Charles C. Orthwein of Orthwein-Machette Grain Company; Francis J. Maginn of J. B. Taylor Grain Company, St. Louis, and Arthur A. Holthaus, St. Louis.

\* \* \*

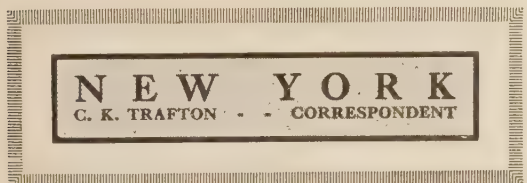
Ralph Pendleton of the Pendleton Grain Company, St. Louis, claims there are 2,000 cars of wheat standing on track in Southern markets awaiting unloading. Mr. Pendleton says he has shipments of wheat made to New Orleans over 60 days' ago that can not be unloaded owing to lack of elevator room. He says if wheat in cars all over the country could be shown in elevators that the domestic visible supply figures would be much larger than at present.

\* \* \*

The Martin Mullally Commission Company, one of the best-known firms on the St. Louis Merchants Exchange, and headed by Martin J. Mullally, filed a petition in bankruptcy recently. The petition listed the liabilities at \$33,819 and assets at \$11,121. The cash on hand was \$13. Debts due on open account totaled \$9,576.

\* \* \*

Philip Rothrock has been appointed Federal grain supervisor for District 22, and has offices in the Old Customs House Building, St. Louis, Mo. This district includes St. Louis and East St. Louis and nearby territory in Missouri and Illinois.



**G**EORGE H. K. WHITE, for over 25 years chief grain inspector for the New York Produce Exchange, has received from the U. S. Department of Agriculture, License No. 1 as a Federal grain inspector for the Second District of New York under the Grain Standards Act which went into force on December 1. Arthur Royce, who has been in the Grain Inspection Department here for 40 years, and Alfred G. Slingerland, who has a record of 37 years, were granted similar licenses. The following inspectors who have been with the Department for a number of years also received licenses: Charles W. Cooper, August Arrance, Henry Seinsoth, John J. Cunningham, Walter Wheeler, George Windram, James E. Smith, Frank J. Sweeney, Mathew H. Scharf, Charles Elder, John Cavanagh, and David Ryan. Members of the Department considered it decidedly gratifying that out of the many thousands who took the examinations, the first licenses should be awarded to the local experts.

The work of the Exchange officials will come under the jurisdiction of two Federal supervising inspectors. As yet only one of these has been designated: Charles Hegwein, formerly chief deputy inspector for the Illinois State Inspection Department, who has opened offices in the Lord's Court Building. The process of enlarging the equipment of the Exchange Inspection Department is steadily progressing. Three moisture testing machines for shelled corn have been installed, and it is expected that all kinds of grain will be handled early in the spring.

\* \* \*

Members of the grain trade, and especially those identified with the export business, were interested late last month when it was announced that the

Wheat Export Company, Inc., of New York, had been organized for the sole purpose of purchasing wheat and other grain for the British Government, which includes the allied powers as well. This company, which was formed with a nominal capital of \$500, is in reality an off-shoot of two of the oldest and largest grain firms in Great Britain: Ross T. Smyth & Co., and Samuel Sanday & Co., of London and Liverpool, who have been appointed as British Government agents to control the purchase and shipping of grain to the United Kingdom.

The officers of the new company are: President, Gerald F. Earle, who has been prominent in the local grain trade for many years as manager of the firm of Sanday & Co. Vice-presidents: Edward Paul, senior partner of Ross T. Smyth & Co., London; Robert S. Harker, partner of Ross T. Smyth & Co.; Herbert T. Robson, also a member of that firm. Treasurer, Roger Roughton, assistant manager of Sanday & Co., of New York. Secretary, G. Rae Callender, manager Paul, Robson & Co., of New York.

In order to facilitate operations, a credit of \$25,000,000 was arranged with the Corn Exchange Bank in this city, against which grain purchases are to be charged. Prominent members of the British Commission recently stated that there was no immediate necessity for additional large purchases of wheat inasmuch as contracts previously closed had provided more grain than can be shipped out within the next month or more, the great scarcity of ocean freight room being a serious hindrance to the outward movement.

\* \* \*

The sudden death of William H. Oates in his 68th year caused deep sorrow, not only among his many friends and associates on the New York Produce Exchange, but in many other grain markets throughout the country. Mr. Oates, who had been prominent in the grain trade, specializing in barley, for many years had extensive connections in many Western markets, even as far as the Pacific Coast. His death was reported on the Friday morning after Thanksgiving Day, but the exact hour of its occurrence was not known. Following the recent death of his wife he had lived alone at the Hotel San Remo. He reached the hotel apparently in good health on Wednesday night and some time on Thursday employees of the hotel found his lifeless body in a chair. It was evident that he had suffered a fatal attack of heart failure while reading a newspaper. Mr. Oates was a thorough gentleman of the old-time school and was highly respected for his upright business principles and universally popular because of his genial disposition.

\* \* \*

The increasing difficulties of rail transportation and the establishment of embargoes by many railroads, are making it more apparent every day that a material enlargement in freight moving capacity is greatly needed. For that reason, members of the grain trade on the New York Produce Exchange are anxiously awaiting the opening of the great Erie Barge Canal.

It is generally conceded that the enlarged canal and the numerous canalized rivers will enable the canal boats to make much better speed from Buffalo to New York. This, of course, means a material saving in freight charges, but another item of still greater importance as a reducer in the reduction of expense will be the fact that the new boats will carry fully four times as much as the old ones, and with little additional cost. At this juncture, however, a serious question arises. If the larger boat capacity and the greater facility, and the lower charges result in a substantial enlargement in the movement to New York, how is this greatly increased quantity to be stored in this port in case it is not immediately transferred to ships? There is storage capacity for about 8,000,000 bushels at the railroad terminals, here, but there is practically no room for canal grain, aside from the 1,800,000 bushel capacity of Dow's Stores, which would be filled up in a few days if grain should come down via the canal at anything like the rate that is possible.

As this deficiency in storage room threatens to

eliminate much of the advantage that should be derived from the canal, at least, as far as New York City is concerned, many prominent members of the New York Produce Exchange are deeply interested in a proposition to have the state build a public elevator in the harbor with a capacity of at least 10,000,000 bushels. It is pointed out that the state already owns a suitable site and well-posted members of the trade have computed that the plant can be operated on a decidedly profitable basis.

\* \* \*

Charles Anhalt, who was for five years associated with Harry G. Gere & Co., Inc., prominent in the local grain and hay trade, severed that connection recently and is now identified with E. G. Porter, shipper of hay, grain, etc., with offices in the Produce Exchange Building.

\* \* \*

Charles T. Mallette, formerly acting as representative on the Produce Exchange floor for A. O. Slaughter & Co., of Chicago, is no longer serving in that capacity, having made a connection with Simons, Day & Co., also of Chicago, for whom he will act as representative in the local market.



**T**HERE is considerable see-sawing on the market here, one day prices being up in the air, the next day clear down in the bushes. A day of heavy exports will shoot the market up, then a submarine appears on the scene and down she goes. This element of uncertainty and chance keeps up the interest and conditions on the Toledo 'Change have been quite active. The car shortage is at present the biggest item in the trade situation and many of the local mills have practically shut down owing to the inability to move stocks. It is practically impossible to secure empty cars for moving flour and embargoes on many of the railroads further complicate conditions. Many of the mills which could use on an average of three or four cars a day find it impossible to secure more than one car a week. There is no difficulty about storing grain supplies and there is plenty of room for extra stocks. While it is hard to get stocks out of Toledo it is just as hard to get them in and business is greatly handicapped. This is the more so now that the lake boats have practically stopped running. While the insurance rates were advanced to about the middle of December there will be very little more lake movement in this section, this season.

\* \* \*

Corn and oats arriving on this market are of excellent quality but the wheat is not so good, a great deal of the 1915 wheat which has been held back finding its way here and being unfit for anything but chicken feed, for which there is a very light demand.

The growing crop is reported in fine shape in Ohio, Michigan and Indiana. The warm soft rains have been excellent for the plants which are now in fine shape and the cold weather will do no harm.

Toledo grain men are very optimistic over all conditions save the car shortage but with this eliminated conditions are fine and prospects are excellent.

\* \* \*

K. B. Seeds, of the Department of Agriculture at Washington, has installed an office and complete laboratory equipment for Federal supervision of grain inspection. This is in accordance with the action taken by Congress last August, authorizing 32 such offices in the principal grain centers of the country.

\* \* \*

Fred Mayer, of J. F. Zahm & Co., is of the opinion that if the railroads will buy sufficient equipment to take care of the business and pay its men



higher wages that a slight freight advance would be justified. "I don't believe any one would object to a little higher rate," said he, "if we got better and more efficient service. What everybody kicks about is paying high rates for bad service."

\* \* \*

There were 878 corn boys and girls boarded the Ohio "corn special" which pulled into Washington, December 5. They sang *America* and *Ohio* on the Capitol steps, had their pictures taken and shook hands with President Wilson.

\* \* \*

C. A. King & Co. are optimistic over grain conditions, believing present conditions to be somewhat abnormal on account of the war and its attendant incidents affecting business conditions in this country as well as abroad.



THE shipper is getting a little the best of the new Federal Grain Standards System, according to the observations of A. A. Breed, chief inspector of the Milwaukee Chamber of Commerce. Mr. Breed declares that all of his 10 inspectors passed the test and were found fully satisfactory to meet the new conditions. He pointed out that the only difference between the new system and the old was the fact that in cases of appeal on the inspection made, the matter does not go now to the Committee on Appeals, but to the Department of Agriculture authorities. As yet there has been no instance of appeal so that the new system seems to be working very smoothly so far as Milwaukee is concerned.

Under the new grading system the shipper has an advantage in the classification, according to Mr. Breed. The old regulations concerning No. 3 corn, by which 2 per cent of foreign material and 4 per cent of cracked corn was allowed, have been changed to a blanket permission of 4 per cent for foreign material and cracked corn combined. Since the foreign matter and cracked corn were seldom found under the percentages allowed in the old inspection, the new plan is better adapted by combination of the two items. This operates in favor of the shipper.

This is an extraordinarily fine crop, judging from the results of corn inspection, added Mr. Breed. Most of the cars of corn have a moisture content of less than 20 per cent and the average is probably down to 17 or 18 per cent, whereas, a year ago, the moisture content was often as high as 23 per cent and was usually well above 20 per cent. Receipts of corn have also grown much larger than last year, although the real run of the new crop was not evident until the first or second week of December.

\* \* \*

The Taylor & Bournique Company, the grain firm which recently organized in Milwaukee, has been doing a large business recently in the shipments of various kinds of grains. The steamer *Edwin L. Booth* left for Buffalo with a cargo of no less than 355,000 bushels loaded from Elevator "E." This exceeded another cargo sent out from Milwaukee recently of some 340,000 bushels of oats. The company also sent out, within the last few days, the steamer *Lakeland* with 160,000 bushels of oats and the steamer *Tuscarora* with a cargo of corn. This is indicative of the heavy shipping now being done, not only by the Taylor & Bournique Company, but also a number of the other large shipping firms of the city.

\* \* \*

The Chas. A. Krause Milling Company had a serious fire in the dairy feed plant which burned at a loss which early estimates ranged from \$50,000 to as high as \$100,000. The corn mill and poultry feed plant and elevators were not damaged except by water. The fire originated in some unknown way in a three-story building containing nearly 600

tons of feed and 30,000 bushels of grain. For three hours valiant attempts were made to save this section of the plant, but without avail. A high wind also complicated the problem. Six box cars, two filled and four empties, were also destroyed in the flames. The plant will be rebuilt at once, according to officials. The structure burned was put up only three years ago and was considered very well adapted for its purpose.

\* \* \*

The L. Teweles Seed Company has just closed a deal for a tract of land located at Hanover and Orchard Streets on which they will soon build a seed elevator for cleaning and storage of seeds.

\* \* \*

Milwaukee business men, including the grain dealers, have taken considerable interest in the investigation of the daylight saving plan. A committee named by the Merchants and Manufacturers' Association has reported that the scheme to change the clocks for an hour, summer and winter, is not feasible to adopt for a single city. It was found that the time of recording legal instruments, train and express schedules and many other functions would be seriously disorganized if Milwaukee attempted to do business on a different time schedule than Chicago and other cities.

\* \* \*

The Chamber of Commerce is taking a determined stand against the application of the new demurrage charges for interstate trade, to the intrastate business of Wisconsin. Traffic Expert George A. Schroeder, says that the new interstate commerce demurrage rate running up to \$3 per day, which was instituted without adequate investigation, should certainly not be applied to shipments within the state. He asserts that the very high demurrage charges might be reasonable in the East where there is great congestion of cars, but that the degree of congestion in Wisconsin does not warrant any such high charges in this state. Mr. Schroeder concludes that as far as the grain trade of Milwaukee is concerned, the retention of cars is as much or more to be blamed on the railroads than on the shippers and that therefore the shippers should not be penalized for such a condition. A hearing on the matter was called for December 12, at Madison.

Frank Barry, of the Merchants and Manufacturers' Association, in charge of transportation matters, also says that the proposed demurrage charges are wholly unjust and unsatisfactory as applied to this state. He stated that not 5 per cent of the delays in the movement of cars are due to negligence of the shippers. He asserted that cars often arrive at their destination five or six days late because of the negligence of the railroad companies and that because of weather conditions here, it is often impossible to remove goods from cars promptly.

\* \* \*

Milwaukee bank clearings for the early weeks of December have been running as high as 54 per cent ahead of last year which means an extraordinary gain in business along all lines.

\* \* \*

Wheat in store at Milwaukee at the opening of the month was 1,042,000 bushels. The corn in store was only 26,000 bushels in round numbers, the oats in hand almost 1,400,000 bushels, the barley more than 555,000 bushels and rye 88,000 bushels.

\* \* \*

Among the recent committee appointments is that on the Membership Committee, William Young, Jr., being named by President Krause to succeed E. J. Grimes who left Milwaukee for Minneapolis some time ago.

\* \* \*

A number of important changes in the rules have been accepted by the directors and members of the Chamber of Commerce. One of them refers to interest, by which the new section will read as follows: "And the buyer shall be entitled to charge interest at the current rate upon any sum advanced from the date upon which the advance is made, to and including the date of unloading of the property, except that he shall in no event be entitled

to charge interest for a greater period than seven days." This rate of interest is determined by the Finance Committee each month.

Another amendment to the rules is as follows, in its new form: "In case a specific number of days is not mentioned when the contract is made it shall be understood that shipment must be made within 10 calendar days; such period to be reckoned from the day after shipping instructions are received by the seller."

Another important change in the rules refers to the size of carloads. The new ruling is that in buying or selling by the carload, unless otherwise specified, the following shall constitute a carload: Wheat cars to contain 1,100 bushels; corn to hold 1,100 bushels; oats to contain 1,800 bushels; barley, 1,250 bushels; rye, 1,100 bushels; flax, 800 bushels; grain screenings, 40,000 pounds; shorts and middlings in bulk, 40,000 pounds; bran in bulk, 30,000 pounds; bran in sacks, 35,000 pounds; timothy, clover, millet and Hungarian seed, 36,000 pounds and red dog flour, 40,000 pounds.

\* \* \*

Pressed by the more or less acute car shortage, Milwaukee manufacturers and business men have been getting some grain shipments on flat cars. Two cars came from the West with about 1,500 bushels each, consigned to the Updike Grain Company. That company says however that grain shipments here have been quite regular and that the gondola car shipment may have been intended as an experiment.

\* \* \*

The Building Committee of the Chamber of Commerce which has been delegated to erect a large and commodious structure for members has been enlarged by two men, making seven. A large number of downtown sites have been offered to the committee but none have been selected up to this time. It is expected that the work will be pushed along so that actual construction can begin early in the spring.



STORAGE grain is arriving in Buffalo in large quantities but the belief is expressed that there will be fewer than 90 grain storage cargoes in port this winter as compared with 104 during the 1915-16 season. The marine insurance extension expired at midnight, December 12, and all ships bound for the lower lakes were well under way before that time so that the last of the grain fleet will be due in port about December 18. Some wild carriers may be a little later, so that when the last cargo gets in there will be approximately 30,000,000 bushels of grain afloat.

During the first two weeks of December the grain elevators were slow in handling cargoes owing to the vast amount of storage grain they were holding. Elevator owners and managers were besieged by vessel agents and skippers during the few days preceding the expiration of marine insurance in an effort to have their boats unloaded in time to get away for their winter ports, but little hope was held out to steamers having grain cargoes, with the result that some ships will remain in port for the winter that otherwise would have gone into other Lake Erie ports.

A shortage of cars also handicapped elevating operations during the closing hours of navigation. The New York Central refused to accept shipments originating on other lines and billed to junction points east of Buffalo. Much grain is being held in cars at New York and other Eastern points and the company is urging the immediate unloading of these cars.

An increase from 4 to 4½ cents a bushel in lake grain rates from Port Huron, Mich., to Buffalo went into effect early in the month and it sent many vessel owners scurrying around for new charters and extensions on their marine insurance policies. The



reason for the big increase at the tail end of the season was the fact that there was much grain at Port Huron to be moved to seaboard within a few weeks and shippers were anxious to get tonnage to carry the grain to Buffalo houses for immediate unloading.

\* \* \*

There was a decided slump in grain receipts in November as compared with the corresponding month of last year with the result that the season's figures for 1916 are now slightly below the record established a year ago. Receipts in November were 16,934,579 bushels, as compared with 50,379,399 bushels in November, 1915. This brings the season's figures up to 155,368,935 bushels as compared with 161,491,000 bushels a year ago, a decrease of more than 6,000,000 bushels. Of the grain received last month wheat totaled 11,428,528 bushels; oats, 783,107 bushels; barley, 2,907,333 bushels; rye, 180,246 bushels, and flax 1,581,315 bushels.

\* \* \*

Local grain and elevator interests have received announcement from the Dominion Government that latest departmental estimates place the amount of Canadian grain in excess of 186,406,000 bushels, of which the wheat crop will be more than 100,000,000 bushels. A large amount of this crop will be moved east via the Great Lakes route to Buffalo and Port Colborne for export to England.

\* \* \*

Buffalo has been designated by the Department of Agriculture as headquarters for Grain District No. 4. The district includes 30 counties in western New York and five in northwestern Pennsylvania. A Federal supervisor will be placed in charge of the Buffalo District to handle administration details of the new Grain Standards Act.

\* \* \*

The 15-story concrete structure occupied by the Clover Leaf Milling Company was badly damaged by fire early in the month. The blaze started on the fifth floor and officers of the plant think it had been smouldering for some time. More than 2,000 bushels of grain were damaged and the fire damage to the building is estimated at \$10,000. Donald B. Fraser is president of the company and William H. Keeney is secretary-treasurer. The structure was completed eight months ago at a cost of \$500,000.

\* \* \*

Charging excessive delay in elevating the grain cargo carried by the steamer *Belgium* of the Great Lakes Steamship Company, the owners of the ship have filed a libel against the grain cargo to recover \$5,000 demurrage. The boat was at the Dakota Elevator.

\* \* \*

A dividend of 5 per cent has been declared to unsecured creditors of the Alder-Stofer Grain Company, Inc., which went into bankruptcy more than a year ago. In his final report as trustee, Cyrus C. Lewis says only \$1,393 was realized from the sale of assets, which included a membership in the Buffalo Corn Exchange. Thomas Stofer was president of the company.

\* \* \*

An action has been started in United States Court for the Western District of New York by the Invincible Grain Cleaner Company, of Silver Creek, N. Y., against the Peerless Husker Company, of Buffalo for alleged infringement on patents covering certain improvements in corn husking machines. Patent No. 1,195,164 is involved in the suit. A preliminary injunction is asked pending the final adjustment of the case and an accounting of profits is demanded.

\* \* \*

Thomas W. Kennedy, who, for many years has been grain superintendent at the port of Buffalo for the Lake Carriers' Association, has resigned his municipal position of superintendent of the Bureau of Water, to devote his entire time to the grain trade. His city job paid a salary of \$4,000. Increased importance of Buffalo as a grain handling and terminal port is given as the reason for Mr. Kennedy's decision to devote his entire time to the grain interests.

Grain elevators along the Buffalo River and City

Ship Canal were greatly crippled during the past month because of the shortage of electric power which is being experienced throughout the Niagara frontier district. A partial embargo was placed by the Canadian Government on the exportation of electric power to American consumers because of the increasing demand for Canadian power from domestic consumers. At intervals of two and three hours many houses were without power and unloading of cargoes during the rush season was delayed. Early in December the first unit of the new \$4,000,000 steam-generated electric plant of the Buffalo General Electric Company was placed in operation and through an agreement with the company the grain elevators were given sufficient power to keep their houses in operation.

\* \* \*

The Erie Canal between Buffalo and Albany has been closed for the season and all grain for Atlantic Seaboard points will now be sent forward by rail. The past season was the poorest in many years. There were 425 fewer canal boats cleared from Buffalo than a year ago and the tonnage handled over the western division of the state waterway was the lightest in years. Little grain was shipped by the Canal but the package freight movement was a little better than a year ago. Many canal boats were used in lighterage work in the New York Harbor and did not make trips during the past season. Canal rates were equal to those of a year ago.



CAR shortage conditions have been striking a hard blow at the elevator men of Indiana, with the result that a number of elevators have been obliged to close. C. B. Riley, secretary of the Indiana Grain Dealers' Association, estimates them to be at least 25 in number. Not only the shippers, but the farmers as well have been affected, Mr. Riley reports. Acting on behalf of the Association, Mr. Riley sent out to all members blanks for information on which was based an appeal for relief made before the Indiana Public Service Commission.

"In many cases," said Mr. Riley, "Indiana grain companies have large quantities of grain purchased under contract. These contracts were made in the belief that cars would be available as usual, but with not enough cars available, the elevators are filled with grain, while the grain companies cannot get it. The result is that a few grain companies have stored away corn under conditions which may result in financial losses as a result of the grain's spoiling on their hands."

\* \* \*

The Indiana Grain Dealers' Association has filed with the Indiana Public Service Commission a petition protesting against the proposed increase in demurrage charges by Indiana railroads as unjust, unreasonable and excessive. The increased charges would compel shippers to pay \$2 for the first day, \$3 for the second day, \$4 for the third day and \$5 for each succeeding day after the first 48 hours a car is placed for unloading.

\* \* \*

The theft of an entire carload of wheat, valued at \$1,600, was the feat attempted by Maurice H. Michaels, aged 27, of Seymour, Ind. The Blish Milling Company of Seymour was to have been the victim. Michaels, who is a freight clerk for the C. T. H. & S. E. at Seymour, is said to have rebilled the car in transit, using his name as the shipper, and then to have attempted to collect from a commission house in Louisville, Ky., to which he sent the wheat. The wheat was consigned from the Blish elevator at Alert, Ind., to the Blish Milling Company at Seymour. The commission company suspected some irregularity and made an excuse for delaying payment of the \$1,600. In the mean-

time Michaels disappeared. He was arrested when he returned to Seymour.

\* \* \*

Fire caused by an overheated boiler threatened to destroy the big elevator of the Paul Kuhn Company at Terre Haute, but the flames were extinguished with a loss of \$2,500. The roof of the boiler house was destroyed before the fire department, delayed by railroad tracks, arrived on the scene.

\* \* \*

For a bushel of corn, the prize winner at the corn show at Alexandria, Ind., Joe Himelich, living near Fairmont, paid \$25 to C. R. Wees of Frankton, who had the golden ears on exhibition. As far as known, this is the highest price paid in that part of the state for seed corn.

\* \* \*

Mrs. Thomas F. Hargis, widow of former Chief Justice Hargis of the Kentucky Court of Appeals and mother of R. H. Hargis, traffic manager of the Indianapolis Board of Trade, died recently in Washington. Mr. Hargis attended the funeral at Carlsyle, Ky.

\* \* \*

The Indianapolis Board of Trade has elected the following members: William Locks, Lannes McPhetridge, W. T. Wilson and Edward V. Boteler, all of Indianapolis. James H. Taylor, president of the Board, represented the organization at the special meeting of the national council of the Chamber of Commerce of the United States in Washington recently.

\* \* \*

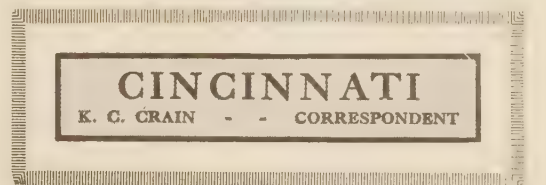
Jeffersonville, Ind., is to have a new grain organization, the Farmers Distributing Company, which has been organized with \$100,000 capital to deal in grain and feed and agricultural implements.

\* \* \*

The Flinn Grain Company, of Earl Park, Ind., has been incorporated for \$46,000 to engage in the grain business. The directors are John Flinn, Sr., J. R. McConaughy and J. R. Grant.

\* \* \*

The Noblesville Milling Company has purchased the Henry George farm of 187 acres, two miles northwest of Noblesville, for \$22,000, and will convert it into a demonstration farm, the object being to teach the farmers of Indiana how to get the most out of their land.



NEW rules to govern the retail grain trade in Cincinnati went into effect December 1, following their adoption at the November meeting of the Grain and Hay Exchange. They were duly approved by the directors of the Chamber of Commerce. A fresh trial of the "plugging system" was inaugurated, under the supervision of a committee headed by W. R. McQuillan, at the Big Four stations, and if it proves satisfactory it will be carried into effect on all roads entering Cincinnati. A rating bureau for Cincinnati grain dealers was also recommended to the Chamber of Commerce as a part of the credit machinery of that body, the expenses to be charged to the Exchange. The new constitution and by-laws, presented some time ago by the committee which had the matter in charge, were formally adopted. The meeting was held at the Bismarck Restaurant, and 50 members and guests attended.

\* \* \*

Cincinnati has been selected by the Department of Agriculture as headquarters of District No. 11 for the enforcement of the new Grain Standards Act, which recently went into effect. The district includes counties in Ohio, Kentucky, Indiana, Virginia and West Virginia, and is one of considerable size, although parts of it are not large producers of grain. The establishment of an office in Cincinnati preceded the announcement of the city's selection as headquarters for the district. W. F. Shanahan is



in charge of the office, which is in the Johnston Building. George F. Munson, chief grain inspector of the Chamber of Commerce, was commissioned as a Federal inspector. Mr. Munson has been connected with the trade in Cincinnati for 40 years.

\* \* \*

An examiner of the Interstate Commerce Commission was in Cincinnati recently, taking evidence in a complaint filed by Cincinnati members of the grain trade regarding rates and routing of grain shipments from Indianapolis and other Indiana points to North Vernon, Ind., and Cincinnati. The complainants alleged that the Cincinnati, Indianapolis & Western Railroad has enforced discriminatory rates, and that its routing regulations are unfair and burdensome on Cincinnati. Guy M. Freer, traffic manager of the Chamber of Commerce, assisted in presenting the evidence.

\* \* \*

A rather peculiar and unforeseen result of the new Grain Standards Act and the establishment of a Federal grain supervision office in Cincinnati has the attention of the Cincinnati Grain and Hay Exchange, although so far the matter has not been of any consequence. The arrangement perfected by the Exchange by which the inspection, trading and other facilities afforded by the Chamber of Commerce were exclusively for Exchange members has been in effect only a short time, but it seems that under the new act any person entitled to the services of the Federal inspectors may have them, any rules or regulations of a local organization to the contrary notwithstanding. All of the Exchange's inspectors have qualified as Federal inspectors, and this means that their services are open to the public. However, as practically every concern in and around Cincinnati interested in the handling of grain to any extent belongs to the Exchange, the matter is of little importance.

\* \* \*

Standards and methods for grading hay on this market were agreed upon, and the inspectors were instructed in their use, at a recent meeting at which the inspectors, the Committee on Hay Inspection of the Grain and Hay Exchange and the Committee on Hay Grading were present.

\* \* \*

Herman H. Hellman, a retired grain and feed merchant of Covington, Ky., died on November 18 at his home in Covington, at the advanced age of 86 years. Many local grain men knew him and were present at the funeral. A widow, with a son and a daughter, constitute the surviving family.

\* \* \*

The seventh annual corn show given under the joint auspices of the Pomona Grange of Boone County, Ky., and the Retail Merchants' Association of Covington, was held on December 6 and 7 in the Seventh Street Market House in Covington. Competitors from Kenton and Boone Counties exhibited fine specimens of corn, as well as other agricultural products, and the attendance was large.

\* \* \*

A separate Traffic Club of the Grain and Hay Exchange has been formed, resulting from the growing number of cases in which grain and hay questions are involved in connection with railroad difficulties. The Traffic Department of the Chamber of Commerce has heretofore lent its assistance to the grain men, but it was felt that an organization to look after grain interests in traffic matters would be of considerable assistance. The firms interested accordingly met and selected C. S. Maguire as president of the Traffic Club, with D. J. Schuh as secretary, and President E. A. Fitzgerald confirmed the selections by making Mr. Maguire chairman of a committee of sponsors for the new organization, the other members being August Ferger, H. E. Richter, C. S. Custer and H. Lee Early.

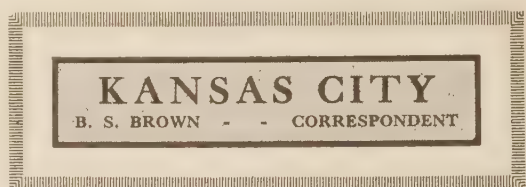
\* \* \*

The strike of grain handlers employed in the various Cincinnati houses, which at first involved 60 or 75 men, and was thought by some to threaten dire troubles, went the way of a good many similar difficulties in other lines when met with firm and organized opposition. The grain firms informed the strikers that they were unable to make any concessions, and that it would be better to go back to

work and adjust matters amicably. The men held out for a few days, but gradually began dropping back, and presently all of the houses affected were able to report all jobs filled. The strike resulted principally from the organization of a new union affiliated with the American Federation of Labor, which desired to give some evidence of its strength.

\* \* \*

Another step toward national uniformity in the handling of grain matters was initiated by the Cincinnati trade when it decided to recommend to the Grain Dealers' National Association Committee on Uniform Rules the adoption of uniform commission charges. President Fitzgerald appointed the following committee to take care of the matter: F. F. Collins, C. S. Custer and E. A. Fitzgerald.



**K**ANSAS CITY receipts of grain in November reflected the car shortage, among other things, with a loss from the preceding month, and from the arrivals of November, 1915. The wheat arrivals were 6,890,400 bushels, against 8,484,750 in October, and 10,980,900 in November last year. November, 1914, ran over 10,000,000 bushels, but previous years had been down in the small numbers. The fact that the total receipts of wheat since July 1 this year reached 46,326,600, or nearly 12,000,000 more than at the same date last year, indicates that about all the wheat that was to come probably got here.

Corn arrivals during November were 977,500 bushels, against 1,676,250 bushels in November, 1915, and 698,750 bushels in November, 1914. During October the arrivals were 572,500 bushels. The price had risen during October to \$1.04 on No. 2 yellow, but declined radically in November. The big demand was from shippers. Shipments were 429 cars, against 591 in October this year, and 428 in November, 1915. Stocks gained slightly, from 54,679 October 31 to 55,356 November 29; last year on the opening of December stocks were 74,615. The arrivals were chiefly from the North.

Oats arrivals were only 838,100 bushels, somewhat above normal for November, but far below the record of 2,016,200 bushels received in October. Stocks increased from 3,391,018 to 3,870,493 bushels during the month; the stocks a year ago were 534,615 bushels; and shipments were 258 cars, against 212 in October, and 95 in November a year ago.

\* \* \*

The addition to the Wabash Elevator at Kansas City is now in use—200,000 bushels capacity—which increases the total capacity of the elevator to 500,000 bushels. It is reported that the capacity may be further increased, perhaps doubled.

\* \* \*

The class in economics of William Jewell College, Liberty, Mo., under Dr. E. C. Griffith, professor of history and economics, visited the Board of Trade recently, as part of its "laboratory" work in the course. There were 31 in the class.

\* \* \*

Samples of Manchurian kaffir were exhibited in Kansas City recently, and it is said that sales were close, when the subject of freights from the coast intervened, and prevented consummation.

\* \* \*

The Board of Trade has, by vote, advanced the commission rates on future trading in wheat, corn and oats from \$6.25 per 5,000 bushels to \$7.50, the same rate as that at Chicago. On division the rates to non-resident members of the exchange are \$3.75, and to resident members \$3.12½. The commission rate on cash sales of bran and shorts, which was advanced to 2 cents per 100 pounds last June, has been restored to \$5 a car.

\* \* \*

Robert Y. Smith, for the past eight years a member of the Board and trading as Smith Grain Company, on December 1 went to the Bruce Bros. Grain

Company to fill the need of more help there. Mr. Smith and F. D. Bruce will act for the firm on the floor; M. C. Bruce is on the road much of the time. Mr. Smith was practically "raised" on the Kansas City grain market. He went to work as an office boy for B. C. Christopher & Co. 25 years ago; was with them 17 years before going into business for himself.

\* \* \*

The new Federal Grain Supervision System is being inaugurated in Kansas City, under the charge of E. L. Morris. So far there has been no actual inspection under the new provisions of the law, and no appeals to the supervisors. But the Department is getting ready. E. L. Morris, for the past seven years in charge of the Government's Grain Standardization Office at Kansas City, with headquarters in the Postoffice Building, has moved his laboratory and moisture room, and other equipment, to commodious quarters in the Postal Building, closer to the Board of Trade; the rooms are five times the size of his old offices, and the furniture to fill them has arrived—the additional space will be needed as the work develops. Two men who had been assisting him in the grain standardization work are now acting as temporary assistant supervisors, pending formal appointments. The clerical force is also being increased. One district supervisor, John Sheedy, has been appointed for the Wichita office. Mr. Sheedy was formerly chief deputy of the Missouri Inspection Department.

\* \* \*

M. C. Fears, chief inspector of the Missouri Inspection Department, is highly pleased with the general plan. There is a simplification of inspection rules, which have been adopted by the Missouri Department. For instance, the new rules provide for one screen 14/64 inch instead of the two formerly used of 9/64 and ¼ inch, for broken corn—and the classification of cracked corn into various grades has been eliminated. Maximum percentages of foreign material allowed in the various grades are slightly higher than under the old Missouri rules. Test weights are provided for No. 1 and No. 2 corn. Otherwise the rules are unchanged—the percentages on moisture and damaged corn remaining the same. Mr. Fears has built up a fine organization, under a system that amounts to the same as civil service. Advancements are made from the ranks of the helpers, who are constantly being coached to take the next jobs ahead. They can step into the positions of inspector vacated by whatever inspectors are drafted into the Government service.

E. L. Betton, supervising inspector of the Kansas Inspection Department, at Kansas City, is preparing for the new system in various ways. One of these ways is by cautioning the samplers (he maintains office inspection) that they are under heavier responsibilities now even than before, for the licenses of the inspectors who handle the samples they secure, depend absolutely on the carefulness of the records of samples. The office inspection plan has of course resulted in very even inspection in the office and these men are accustomed to daily, even hourly, interchange of experience on grading.

The new grading system has been installed only with reference to corn, of course. The Kansas City Board of Trade is seeking to assist in the preparation of rules for grading other grains. At a recent meeting in Kansas City, attended by representatives from many Western exchanges, and grain dealers, the subject was discussed, and suggestions prepared and forwarded to Washington. The resolutions objected to the moisture test with reference to wheat and small grains; objected to the classification by color; urged the dockage system in grading winter wheat, and suggesting the grading as sample, of smutty and other wheats not suitable for numbered grades.

\* \* \*

The Kansas City Grain Club will probably have a "feature" meeting in January, when the annual election occurs. There being no special subject that requires discussion, no meeting was held in December. G. A. Moore, vice-president of the Moore-Lawless Grain Company, is president of the Club. "It is a forum, with social features," he said. "But



its chief purpose is to provide a place for the discussion of subjects of vital interest to grain men. We disposed of the new grain grading system at our last meeting, and will probably hold no more until the annual session."

\* \* \*

Samuel L. Hardin, president of the Samuel L. Hardin Grain Company, has been in ill health for several months and may move to another part of the country. He is planning a visit to Arkansas.

\* \* \*

A. D. Thomason, formerly of the A. C. Davis Grain Company, has been elected secretary of the Root Grain Company and has taken up his work for that concern. He has been elected a member of the Board.

\* \* \*

The Kansas Farmers Grain Dealers' Association will meet in Hutchinson, Kan., January 3 to 5.

\* \* \*

The grain men and millers of Topeka, Kan., have formed a Board of Trade, with 50 members, and the following officers: H. D. Yoder of the Topeka Flour Mills Company, president; Davis Page, treasurer, and T. J. Myers, secretary. Mr. Myers is a broker, and Mr. Page is a mill owner.

\* \* \*

A. C. Fjeldberg, member of a firm in Christiana, Norway, of which Olav Belsheim, food commissioner of Norway, now in New York, is also a member, has come to Kansas City representing Mr. Belsheim in his American investigations. He is particularly gathering data with reference to the production and distribution of grain.



WITH the rush prior to the close of navigation, stocks of wheat on store in Duluth elevators were reduced from nearly 9,000,000 bushels to approximately 4,000,000 bushels. All but a small proportion of No. 1 and No. 2 Northern wheat in the houses was shipped out and it is interesting to note that a portion of it forwarded during the last few days, was on order to go into store at Buffalo so that it might be available for any merchandising opportunities that may arise during the winter months. Other wheat for which high premiums are being asked is being held in store here. Holders are of the opinion that Northwest millers are going to find themselves running perilously short of wheat to cover their requirements during the next few months, and they are sanguine that good figures will be offered later for any good milling spring wheat that may be available.

\* \* \*

An unusual recent operation in the trade here was the shipping of about 2,800,000 bushels of No. 1 and No. 2 Northern wheat to Port McNicol, the Canadian Pacific Railway's Ontario terminal point. It had been sold for export and will be shipped out from the Canadian seaboard.

\* \* \*

After a connection extending over a period of 32 years, A. W. Frick has resigned his position as manager of the Van Dusen-Harrington Company's Duluth office, and Wilbur Joyce has been appointed to the vacancy. Mr. Frick joined the Van Dusen-Harrington Company in 1884, and came to Duluth in the fall of that year. He assumed the position of manager here nearly 20 years ago, and during his long career in the trade in this city, he has taken a prominent part in its various activities. He served for several years on the directorate of the Duluth Board of Trade and was its president for two terms—1911 and 1912. His retirement was prompted by ill health and his desire to take a rest for a time. He has as yet made no plans for the future. Mr. Joyce, the new local manager of the company, has been associated with it for nine years. He was for four years buyer and auditor and for

the last five years he served as cash grain man on the floor at the Minneapolis and Duluth markets.

\* \* \*

Holders of flaxseed have been "in clover" during the past month with the price range established the highest in the history of the trade here. The quotation in the May future sold up to \$3 a bushel, and it is being maintained within a few cents of that figure. Crushers have been falling over one another to pick up seed and the daily receipts here have been large as prices have apparently appealed to growers in the West. As experts in the trade here have it doped out, importations of 6,000,000 bushels of flaxseed from Argentina will be necessary this season even should the requirements of American crushers be only in normal proportions. In view of the intimation that the Argentine flax surplus for exports will only be around 3,000,000 bushels, the anxiety of the oil men to cover their needs early in the game is thought to be explained.

\* \* \*

The Cargill Grain Company claims the honor of shipping the two most valuable wheat cargoes of the season from here. They were both on account of purchases of the British Government. One cargo of 370,000 bushels valued at \$635,000 net, was shipped on the steamer *Hutchinson* from its Elevator "K," and the other 310,000 bushels valued at \$600,000 net, was loaded out on the steamer *Bixby* from the same house.

\* \* \*

Operators have been deeply interested in statements during the last couple of days in statements to the effect that the British Government is negotiating for the purchase of practically all the wheat available in the elevators, around 3,000,000 bushels, and that if weather conditions permit, it will be shipped down the lakes within the next few days. The purchasers would assume the marine risk, just as they have been doing all season at Fort William, and it is said that boats will be available.

\* \* \*

The new fireproof addition to the Capitol Elevator is expected to be completed ready for operations next week. It will exactly double the capacity of the Capitol house, making it 3,500,000 bushels.

\* \* \*

The largest and most valuable cargo of flaxseed ever shipped from Head of the Lakes was loaded out recently upon the steamer *Shenango*. It aggregated 445,000 bushels and as it had been sold at \$2.85 per bushel, its value was \$1,258,250. It was loaded by the Van Dusen-Harrington Company for the Archer Daniels Linseed Company of Minneapolis and went to Buffalo. The largest previous load of flaxseed was 415,000 bushels, taken by the steamer *Thomas Walters*. Its value was placed at \$1,225,000.

\* \* \*

John B. Shanahan, of the Shanahan Grain Company, received an offer of the appointment of Federal grain supervisor at Minneapolis. He refused the offer on account of his interests in the trade on this market. To Mr. Shanahan is accorded the credit for having initiated the idea of grain standardization that has since been worked out along the lines promulgated by him.

\* \* \*

Members of the Duluth Board of Trade are looking forward to a good movement in coarse grains during the winter months. Said W. C. Mitchell of Randall, Gee & Mitchell, "We have been getting good Eastern inquiry for oats and if we had only been able to obtain cars we would have been shipping steadily all-rail during the past month."

\* \* \*

Offices to be occupied by the supervisor under the new Grain Standards Act have been opened at Duluth. In view of the fact that the act is as yet effective only insofar as corn is concerned and as it is improbable that any movement of corn will develop to this point this season, no appointment has as yet been made. Charles F. Maxfield, deputy state grain inspector, is however making all his reports according to the forms provided for in the new act. In the course of an interview he expressed the opinion that growers will find themselves heavily penalized under Federal grain inspection for wheat showing wild oats and other impurities, and he ad-

vises farmers to pay special attention to cleaning up their land next spring.

\* \* \*

R. M. White of the White Grain Company also expressed himself optimistically regarding the outlook from now on. He commented upon the export interest being shown in oats. Local call through the district has been slow, however, on account of woods operations having been held up by warm weather.

\* \* \*

Of the holdings of wheat in store in Duluth elevators at the close of navigation, 1,500,000 bushels is in store in the Globe, 1,250,000 bushels in the Consolidated and the balance scattered between the Capitol and Itasca houses.

\* \* \*

Members of the Duluth Board of Trade smoked cigars on G. H. Spencer, secretary of the Consolidated Elevator Company, one day last week. The occasion was the arrival of a young son at his home.

\* \* \*

A heavy trade in barley has been put through on the Duluth market during the last few weeks. Brewery interests that could be supplied readily from this point have been bidding for it and according to the original calculations, the grain should have gone forward all-rail as it came in. Owing to the inability of the railroads to supply cars for Eastern shipments, some accumulations have come about. Advices received by Duluth operators are to the effect that brewers have as yet covered only about 40 per cent of their barley needs for the season, and on that score a strong market is predicted in that grain for some time ahead. The market for choice malting barley touched \$1.18 a bushel recently, a new high figure for it.



THE steamship *Chemung*, Captain Duffy commanding, which was sunk in the Mediterranean Sea, near the coast of Spain, by the torpedoing of a German submarine, was headed for this city to take on a cargo of grain for Genoa, and was to have followed the *Joyancy* in the service of the Federal Steamship Company, having direct sailings between this port and Italy.

\* \* \*

Marshall A. Ford of 528 Bourse, grain, feed, flour, is the latest member admitted to the Commercial Exchange.

\* \* \*

A. L. Hood of the commission merchants' firm Ezekiel Dunwoody & Co., flour, grain and feed dealers, who was operated on for appendicitis, has fully recovered and was heartily welcomed on 'Change again.

\* \* \*

The United States Government Standardization as applying to corn is now in force in this city and state, and since December 5 the word "new" has been officially omitted from all certificates of inspection for wheat and oats.

\* \* \*

Secretary A. B. Clemmer of the Commercial Exchange, and W. S. Woodward, chairman of the Arbitration Committee, represented the Exchange at the 13th Annual Convention of the National Congress of Rivers and Harbors held in Washington, D. C., on December 6, 7 and 8.

\* \* \*

Frank S. Neall of the Commercial Exchange who was born in this city December 12th, 1844, died after a day's illness from pneumonia, at his residence, 102 East Mermaid Lane, Chestnut Hill, 72 years old. He was an expert on steamship and railroad transportation rates, and a noted partner in the old time prominent shipping firm of Peter Wright and Sons. Then joined with President Clement A. Griscom in the International Mercantile Marine, financed by the millionaires, Morgan and



Widener. He organized the Consolidated News, Statistics and Transportation Bureau. His rail and water system statistical collection is said to be the largest in the world.

\* \* \*

Norwood P. Holland, a member of the Hay and Straw Committee of the Commercial Exchange, has accepted the position of hay representative for the firm of E. L. Rogers & Co., where he originally was one of the leading spirits. Mr. Holland for some years has been with F. P. Warren, at 1911 Market Street.

\* \* \*

William Richardson of the Philadelphia Grain Company, and one of the live wires in the Commercial Exchange, has been appointed one of the three members on the Committee on Natural Shrinkage, by the Grain Dealers National Association, and B. Frank Eby of Lancaster, Pa., a member of the Uniform Grades Committee, by President Eikenberry.

\* \* \*

The progressive demurrage rules which were to take effect here on and after December 5, and which were calculated to loosen up 240,000 cars on the transportation lines, were regarded by the grain men as rather too arbitrary, and considerable feeling was displayed by leading members of the trade. But the Interstate Commerce Commission has now come

to the rescue, and ordered the tariff schedules in some lines to be suspended until March 31, and in the meantime all parties in interest will be heard in Washington, D. C.

\* \* \*

L. R. McFadden, for a number of years in charge of the flour department of E. K. Lemont and Sons, died at Haddonfield, N. J., of Bright's disease, 54 years old. He leaves a widow and two grown up daughters.

\* \* \*

George Seibert, the flour dealer who was accidentally shot in the leg, by one of a party, who were gunning for rabbits the week before Thanksgiving, has so far recovered as to leave his residence, 4423 North Ueber Street.

\* \* \*

Chief Grain Inspector Foering enjoyed a brief Thanksgiving tour through New Jersey and was entertained at New Brunswick and other places on the trip where some of his distinguished ancestors preached.

\* \* \*

Uncle Joe Haadz, the veteran "watch dog" at the middle gate of the grain floor, with his better half enjoyed the "fixings" of a genuine Maryland dinner, at Henderson on Thanksgiving, and partook of the Southern hospitality, until the Monday morning following.

## IN THE COURTS

The suit filed by Thomas & Co., Frederick and Gaithersburg, Md., grain dealers, for \$150 lost on wheat deal, has been lost by them.

Judgment was obtained by the Nading Mill & Grain Company of Shelbyville, Ind., for \$1,844.67 against the C. C. C. & St. L. Railroad.

Damages of \$650 have been awarded Goehner Elevator Company of Goehner, Neb., for loss of grain shipped on the Northwestern Railroad.

Suit has been filed against the Holmquist Elevator Company of Omaha, Neb., by former employe for injuries received in one of the company's elevators in 1914. Damages of \$25,000 are asked for.

Suit has been started against the Peerless Husker Company by the Invincible Grain Cleaner Company of Silver Creek, N. Y., claiming infringement on its Patent No. 1,195,164 on corn husking machine.

Suit has been filed by the E. Stockham Grain Company of Hastings, Neb., against O. P. Eller for \$336 due to failure of the latter to deliver 600 bushels wheat sold the Brickton Elevator on August 8 last.

The Equity Co-operative Exchange of Minneapolis, Minn., is defendant in suit filed by E. Steenerson for \$2,300, due him, he claims, as back salary under a contract to solicit grain for the Exchange at \$3,000 a year. The Exchange, however, claims that Steenerson broke the contract, was paid \$461.29 and owes the Exchange \$61.29 on an overpayment.

The Compagnie Commerciale Marseillaise, grain dealers of Marseilles, France, has filed suit for \$100,000 damages against Norris & Co., of Chicago, Ill. Ernest & Woll, attorneys for the French concern, say that the Chicago concern before the war contracted to sell grain at a certain price and deliver it at a certain place to the French company, but after the war had started, Norris & Co. broke the contract.

The Northern Trust Company of Fargo, N. D., has filed suit for \$10,000 against the Consolidated Grain Company to recover on assignments of grain tickets issued by the defunct North Dakota Grain Company of Dazey and Walum, N. D. The trust company alleges that the grain sold by the North Dakota Grain Company to the Consolidated Grain Company, a Duluth terminal concern, was not the

property of the North Dakota firm, but was owned by farmers who had stored it in the company's elevators at Dazey and Walum.

The general creditors of the elevator warehouse of M. G. Jacobson, Ypsilanti, N. D., recently declared bankrupt, have appealed to the Federal Court following an order by the Railroad Commission halting a proposed seizure of bonded grain by the creditors.

Suit has been brought against the Shea Equity Company, operating an elevator at Shea, Neb., it is reported, by the Marshall Hall Grain Company of St. Louis. The plaintiff asks damages of \$836, claiming to have purchased 2,200 bushels of wheat of the defendant company for \$1.06 per bushel but that the wheat was not delivered, and if it had been, it could have been sold by the grain company for \$1.44 per bushel.

Suit has been brought by R. G. Crum, whose grain elevator at Little Indian Station, Ill., was burned on October 26, against Bluford Wilson and William Cotter, receivers for the C. P. & St. L. Railroad, for the sum of \$2,000, claiming damages to that extent. The fire was caused from sparks from smoke stack of an engine said to have been operated without the screen, which is demanded by law, and on this plea the C. P. & St. L. is held liable by Mr. Crum.

Harry F. Schauble, a Kansas City, Mo., broker, has been charged with conducting a bucket shop and violating the state law. J. H. Martin, complainant, alleges that Schauble sold him 1,000 bushels of wheat without making the notation required by law and also neglected to put a 25-cent revenue stamp on the record of the transaction. Martin says that Schauble stopped his business when the State Public Service Commission notified telegraph companies not to supply quotations to "bucket shops" and did not pay Martin \$75 due him.

The Supreme Court of Kansas recently handed down a decision in the case of the Cargill Grain Company of Minneapolis, against the Hutchinson Grain Company of Hutchinson, Kan., declaring that a telegram may constitute a contract regardless of confirmation. The suit involved a 35,000-bushel order of wheat by the Hutchinson company. The latter firm had intended to sell only 3,500 bushels and in letter confirming sale only 3,500 bushels were

confirmed. The commission firm at Minneapolis refused this amount and during the period of misunderstanding wheat advanced 10 cents per bushel and this loss was claimed in suit. The Reno County District Court of Kansas decided in favor of the Hutchinson company but the Supreme Court reversed the decision.

James A. Everitt and son, Sibley F., of the Equity Publishing Company and publishers of the *Up-to-date Farming Journal* at Indianapolis, Ind., have been arrested under the indictment of using the mails to defraud. The two, as proprietors of the O. K. Seed Store, advertised free distribution of seeds, purporting to give away 22 varieties of seeds to all applicants without imposing any agreement on the part of the recipient other than to mail the coupon attached to the advertisement. It is said that a letter followed the receipt of the coupon in which mention was made of subscription for the journal for 50 cents a year. When the recipient failed to subscribe for the journal, a circular notice was sent under the name of the American Adjustment Company, which gave the impression that the affairs of the publishing company had been turned over to the Adjustment company and that payments for the paper should be made to them. The Government claims this to be a scheme to obtain money from circulation payments and that the Everitts obtained payments on 10,000 subscriptions at 50 cents each.

### REFUSAL OF COMMISSIONS UPHELD

In the case of *Sunderland & Saunders vs. Hibbard* (149 Northwestern Reporter 57) in the Supreme Court of Nebraska, the plaintiff brought action for \$5,593.75 against Frank B. Hibbard. The above amount was alleged due from defendant to plaintiffs for money paid and commissions earned for him by plaintiffs in dealing in wheat on the Chicago Board of Trade from June 16, 1908, to May 31, 1910.

It was held, after the evidence had been examined, that the only conclusion to be reached from the testimony was that the contract was based on a wagering transaction; that there was no intention on the part of the parties to engage in bona fide purchase, to be followed by an actual delivery of the commodity in which they nominally dealt; that such transaction was a gambling venture and speculation in the fluctuation in the price of wheat in the market.

In one particular transaction between the plaintiff and defendant 130,000 bushels of wheat were sold. There was never a word said by either party about where the wheat was, or where it was to come from. The plaintiffs did not know where the wheat was, or whether it would be in existence or not when September came. They never gave the defendant a warehouse receipt, and all they ever required of him to pay was margins, and all the transactions were executed in the pit on the Board of Trade in Chicago.

The basis of the decision was upon the question as to whether or not the transaction came under the law relative to bucket shops. The court held that they did, and that there should be no recognition of the transactions by the court.

WILLIAM Cale has been declared to be Iowa's champion corn grower. He grew 125.5 bushels of corn on one acre of ground. He is 18 years old and lives three miles south of Valley Junction, Iowa. Last year he grew 118.1 bushels on an acre and won a trip to the Panama-Pacific Exposition for being the best corn grower in Polk County.

CAR shortage causes no end of trouble. Recently a report came in from Windsor, Ill., that some men who were placed on guard over four grain cars that had been set out for one elevator were overpowered by men in the employ of a rival grain dealer and one of the cars confiscated, run to the elevator and loaded with wheat. The Big Four had evidently allotted four cars to one grain dealer and had placed none at the disposal of the rival company. With an order for grain that it was essential to ship at once, the latter took matters into their own hands, engaged a force of men and forcibly took possession of one car.





## ILLINOIS

The Dole Elevator at Prairie City, Ill., will be rebuilt.

J. W. Hatton has opened up a grain office at La Salle, Ill.

A new grain elevator is under course of erection at Gladstone, Ill.

Work is nearing completion on the new elevator at Lake Fork, Ill.

A new elevator is being built at Deahl Crossing near Cerro Gordo, Ill.

It is probable that a farmers' elevator will be erected at Bluffs, Ill.

New cribs are being put up at Weldon, Ill., by the Tabor Grain Company.

Peter Turnus has bought the elevator of R. W. James at Bradford, Ill.

Work has been commenced on the new Petri Elevator at Paxton, Ill.

C. H. Pratt has taken over the Hayward Bros.' elevator at Cropsey, Ill.

Operation of the 16,000-bushel Curtis grain elevator at Avon, Ill., has been started.

A lumber shed is being built by the Neola Elevator Company at Stillman Valley, Ill.

It is probable that a farmers' co-operative elevator will be established at Le Roy, Ill.

The Farmers' Grain Company of Tabor, Ill., has arranged to build a new elevator there.

The organization of the Farmers' Elevator Company at Loda, Ill., was recently completed.

An addition is being built to the corn cribs of the Farmers' Elevator Company at Humrick, Ill.

The Farmers' Grain & Supply Company of Raymond, Ill., will build a 35,000-bushel elevator.

A car loader has been installed in the plant of the Central Illinois Grain Company, Curran, Ill.

The elevator of C. H. Comstock, located at Ashkum, Ill., is being covered with galvanized iron.

The Farmers' Elevator Company of Beckemeyer, Ill., has equipped its elevator with a wheat cleaner.

The capital stock of the Mackinaw Grain & Stock Company at Pekin, Ill., has been increased by \$3,000.

A new driveway is being put up in the elevator of the Farmers' Elevator Company at Reddick, Ill.

The plants of E. B. Conover and Holmes & Maurer at Broadwell, Ill., have been equipped with car loaders.

Newlin Bros., grain and lumber dealers of Hutsonville, Ill., have dissolved and discontinued their business.

The Neola Elevator Company of North Henderson, Ill., has completed a 16x32-foot frame feed and seed warehouse.

Work on the concrete elevator of W. E. Davis, located at Sullivan, Ill., has been discontinued for the winter.

J. B. Tabor is building corn cribs to be used temporarily until his new elevator is completed at Allenville, Ill.

E. C. Saddoris has disposed of his State Road Elevator and store, located near Homer, Ill., to T. Barton of Jamaica.

On December 1, Mark J. Ranney took possession of the elevator at Cazenovia, Ill., recently purchased by him from H. J. Wyckle.

A charter has been granted the Mackinaw Grain Company to operate at Mackinaw, Ill. The company is capitalized at \$5,000.

A new gasoline and kerosene engine has been installed in the plant of the Cissna Park Grain & Coal Company, Cissna Park, Ill.

The Farmers' Elevator Company of Homer, Ill., was recently formed, to operate an elevator and to handle grain, feed, seed, coal, etc.

The National Grain Elevator property at Chicago, Ill., operated under lease by Bartlett, Frazier & Co., has been sold to A. W. Huber.

The Campus Grain Company, Campus, Ill., has completed arrangements to build a new grain elevator there of 25,000 bushels capacity.

A 15,000-bushel corn crib will be built to and an electric motor installed in the elevator of Clarence F. Walton at Thomasboro, Ill.

The charter of the McCarthy Farmers' Elevator Company of Waverly, Ill., has been amended, changing the capital stock from \$7,000 to \$9,500.

W. F. Norris filed incorporation papers for the Watson Farmers' Exchange to operate at Watson, Ill. The concern is capitalized with stock of \$2,500.

The Farmers' Grain & Coal Company of Flanagan, Ill., has built new driveways to its elevator and installed a 25-horsepower oil engine.

Munson & Moss, owners of the elevators at Kent and Hindsboro, Ill., are succeeded by Munson & Moss Elevator Company. The company has a capital stock of \$25,000.

Announcement has been made of the marriage of Stanley McFadden and Florence Watkins. Mr. McFadden is connected with the grain firm of McFadden & Co., of Havana, Ill.

The Mason Hawpe Grain Company of East St. Louis, Ill., has equipped its elevator with a No. 10 Oat Clipper and a No. 10 Compound Shake Double Receiving Separator, made by the Invincible Grain Cleaner Company.

The Halliday Elevator at Cairo, Ill., has been remodeled. The plant, which is of frame construction, with capacity of 500,000 bushels, has had additional sacking facilities and car loading spouts installed and the capacity of the legs increased. The Macdonald Engineering Company of Chicago, Ill., did the entire work.

The Iowa Elevator property at Peoria, Ill., has been sold for a consideration of \$30,000. The property is that occupied by the twin elevators of the Iowa Elevator Company which were burned last spring. Only the foundations of the elevators and the brick power house with its equipment remain.

## THE DAKOTAS

Alex Harchanko has purchased B. G. Southall's elevator at Benedict, N. D.

The Farmers' Elevator Company of Redfield, S. D., has erected a grain elevator.

The Alexander Grain Company, Alexander, N. D., has sold out to L. D. McLean.

Geo. C. Bagley has sold his elevator and coal sheds at Reeder, N. D., to B. A. Busnell.

Garrett & Leeper have bought the elevator and coal business at Blunt, S. D., from J. S. Irwin.

A 3,000-bushel double corn crib will be built for the Farmers' Elevator Company of Crandon, S. D.

A flour shed, 32x14 feet, is to be built to the plant of the Farmers' Elevator Company at La Moure, N. D.

M. King has dismantled his Morrilton Elevator located at Missionhill, S. D., and moved it to Meckling.

The Hoffart Bros. now own and operate the grain elevator at Roscoe, S. D., formerly owned by P. J. Wagner.

The W. Z. Sharp Elevator located at Colton, S. D., has been taken over by the Merchants' Elevator Company.

The Equity Elevator Company has taken over the elevator of the Monarch Elevator Company at Wyndmere, N. D.

A new elevator with capacity of 80,000 bushels has been completed at Hatton, N. D., for the farmers' company there.

The elevator of the Dakota Grain & Coal Company located at Salem, S. D., has been taken over by Peter Dampman.

The plant of the Farmers' Co-operative Elevator Company at Burleigh, Burleigh County, N. D., has been equipped with a new spout holder.

Notice of the dissolution of the Farmers' Elevator Company of Kintyre, N. D., has been filed with the secretary of state, of North Dakota.

The Farmers' Elevator Company of Miller's Spur (Bordulac p. o.), N. D., has equipped its plant with a kerosene engine and also made improvements on its plant.

The Wabek Farmers' Co-operative Elevator Company was granted a charter to operate at Wabek, Montrail County, N. D. Directors are: J. A. Andes, Theo. Paukert, John Mordquist, L. G. Pierce, J. E. Berger, Robt. McCloskey, and C. Hausaker.

An addition is being built to the plant of the Farmers' Elevator Company at Lankin, N. D. A new feed grinding mill is to be installed.

A new cleaner has been installed in the elevator of the Inkster Elevator Company of Inkster, N. D. The company expects to put in a double leg and a feed mill.

A Prinz Cockle Machine has been purchased by the Hope Grain Company from the Prinz & Rau Manufacturing Company and installed in the grain concern's plant at Hope, N. D.

A new elevator, equipped with modern machinery and operated by a kerosene engine, has been completed at Kirby Station, near Crosby, N. D., by the Kirby Equity Elevator Company.

The Independent Elevator Company of Ryder, N. D., and the Woodworth Elevator Company are interested in the building of two new grain elevator plants at Wabek, near Stanley, N. D.

A charter has been granted the Barlow Grain & Livestock Exchange of Barlow, N. D. The company is capitalized at \$15,000. J. E. Indergaard, Geo. G. Schmid, P. A. Hanson, Erwin Forbes and C. L. Garland are interested.

The Farmers' Elevator Company of Englevale, N. D., will erect a 25,000-bushel addition to its elevator recently purchased from the Independent Elevator Company. Automatic scales will be installed and a coal storage provided.

The newly organized Farmers' Elevator Company, at Stanton, N. D., of which Ed. Walbaum is president, Henry Fahlsing, secretary and Roy Seibert, treasurer, has made plans for the construction of a 50,000-bushel grain elevator next spring.

## WESTERN

Watters Bros. are no longer in the grain business at Flagler, Colo.

The Farmers' Equity of Glasgow, Mont., has built a new grain elevator there.

The International Elevator Company is to build a new elevator at Enid, Mont.

The Farmers' Society of Equity, Hansen, Idaho, will build a grain elevator there.

The Ryegate Elevator Company of Ryegate, Mont., plans on installing a wild oats separator in the spring.

The Farmers' Elevator Company of Franklin, Mont., has put into operation its new 35,000-bushel elevator.

The Farmers' Equity Co-operative Association recently formed at Shelby, Mont., will build an elevator there.

The P. A. Schneckloth Elevator at Clydepark, Mont., has been sold to George W. Shellhamer of Rock Creek.

The Wren & Greenough Company, near Fenn, Idaho, has completed a new elevator of 60,000-bushels' capacity.

The Farmers' Equity Elevator at Valier, Mont., opened up its new elevator and within five days was filled to capacity.

The Phillips-Eaton Mercantile Company has taken control of the plant of the Eaton Grain & Coal Company at Eaton, Colo.

The Pocatello Milling & Elevator Company was incorporated at Pocatello, Idaho. Capital stock of the company is \$50,000.

An elevator has been purchased by Mr. Beckley, Sr., of Benge, Wash. A tank is being put up by him near Lantz Warehouse.

The Crown Elevator Company has completed its new 30,000-bushel elevator at Ryegate, Mont., and put L. N. Marquardt in charge.

The grain elevator of the W. T. Giese Grain Company at Wilsall, Mont., has been disposed of to W. C. Goebel of Dickinson, N. D.

The Sacramento Warehouse Company of Butte City, Cal., has completed a new warehouse for grain and rice. The plant is 380x80 feet.

Operations have been started on the 30,000-bushel elevator of the Farmers' Elevator Company at Mason Station (Laurel p. o.), Mont.

A new warehouse is being built at Enterprise, Ore., by the Enterprise Grain Company, composed of L. W. Riley and son, Chester A.

Two new elevators are soon to be erected at Comanche, Mont., one by the Farmers' Elevator Company, the other by the State Elevator Company.



The Meyers Grain Company of Minot, N. D., have arranged to establish a grain office at Plentywood, Mont., with Chas. Finkle in charge.

The Boyero Equity Exchange was granted a charter to operate at Boyero, Colo., capitalized at \$10,000. The company will construct a new elevator.

Geo. Hall is attempting to organize a company to build and operate a grain elevator at Firestone, Colo., and establish a sub-station at Dacono.

Additional wheat storage bins of 3,500 tons' capacity are being built to the plant of the Sperry Flour Company of Stockton, Cal., at a cost of \$40,000.

A. C. Anderson, P. M. Ravitch and T. Ravitch have incorporated the Waltham Independent Elevator Company at Waltham Station (Highwood p. o.), Mont.

The Union Warehouse Company of Uniontown, Wash., has been succeeded by the Uniontown Co-operative Association. The latter is capitalized at \$40,000.

Announcement has been made that the new 15,000-bushel grain elevator of the Benton Milling & Elevator Company at Fort Benton, Mont., has been opened for business.

A new elevator and mill is to be built by the Baker Milling & Grain Company operating at Baker, Mont. The plant will replace the one which burned down during September.

The Farmers Grain & Milling Company of Los Angeles, Cal., has amended its charter. Jules Kauffman, W. B. Vatemán and E. Kettler are interested in the company.

T. J. Myhre is president and Roy L. Slater, secretary-treasurer of the Equity Co-operative Association of Lothair, Mont. The company will build an elevator of 30,000 bushels capacity.

The Equity Co-operative Association has made arrangements for the construction of a grain elevator of 40,000-bushels' capacity at Hinsdale, Mont. The some company has also purchased the Hardin Coal Sheds.

The Burrell Engineering & Construction Company was recently awarded the contract for the erection of a 100,000-bushel concrete elevator at Denver, Colo., for the Longmont Mill & Elevator Company of Longmont, Colo.

The Caldwell Mill & Elevator Company of Caldwell, Idaho, is constructing a 500-barrel mill at Weiser, Idaho, and a 150,000-bushel concrete elevator at Caldwell. The Burrell Engineering & Construction Company had the contract for both plants.

C. B. Raney's interest in the Oak Creek Feed & Trading Company, Oak Creek, Colo., has been purchased by Samuel W. Bell. He contemplates incorporating and establishing a retail trade. A new grain elevator will be erected by him next spring.

## INDIANA

Work has been completed on the new elevator at Rileysburg, Ind.

A. J. McFadden is no longer in the grain business at New Waverly, Ind.

Farmers around Sims, Ind., are contemplating forming a co-operative company.

The John R. House Elevator at Hobbs, Ind., has been taken over by Carl Jessup.

The Hans Stolley Elevator at West Lebanon, Ind., was taken over by the Jones Bros. of Attica, Ind., for \$13,000.

The elevator at Crown Point, Ind., of the E. F. Schroeder Estate, John H. Schroeder, administrator, has been sold to C. H. Hipon.

For some time past the Union Elevator at Evansville, Ind., has been distributing corn cobs among the poor of the city to be used as fuel.

The Frank Kelley Grain Company, operating in Clinton County, Ind., has changed its corporate name to the Washburn Grain Company.

The Farmers' Distributing Company of Jeffersonville, Ind., has been incorporated to deal in grain. The capital stock amounts to \$100,000.

Work has been started preparatory to erecting a new grain elevator at Rolling Prairie, Ind., by the South Bend Grain Company and J. R. Van Riper.

J. R. McConaughy has disposed of his interest in the Advance Grain Company, Advance, Ind., and has purchased interest in the elevators at Earl Park and Robb.

Patten & Zike have remodeled their elevator at Reedville Station (Fountaintown p. o.), Ind., increasing the capacity to 20,000 bushels. A 20-horsepower electric motor has been installed.

A trustee has been appointed for the Kinsey Bros. Grain Company of North Manchester, Ind. The appointment is said to be the result of the return of 30 cars of wheat by consignees who claimed that it was not up to grade.

Work has been finished on the new grain elevator of Shahán & Stahl at Lebanon, Ind. The machinery of the plant is electrically driven. In addition to the main elevator, there is a brick office building and large wareroom.

A new electric motor has been installed in the plant of the Union Grain & Feed Company of Anderson, Ind. The smokestack of the plant was blown down, rendering the boilers useless, and necessitating the immediate installation of the motor.

## EASTERN

The St. Albans Grain Company of St. Albans, Vt., has made plans to enlarge its store.

The grain business of Wm. Kimball at Rochester, N. H., has been sold to Freeman Corson.

Improvements have been made on the large elevators at the Grand Trunk Terminals at Portland, Maine.

E. A. Stickwell & Sons will increase the capacity of their elevator at Hagerstown, Md., from 75,000 to 100,000 bushels.

The grain business of the Elmer C. Packard Company at Brockton, Mass., has been discontinued after 60 years of existence.

Capitalized at \$25,000, the Middlefield Grain & Coal Company was organized at Middlefield, Conn. G. E. Meech is interested.

Improvements are being made on Daniel F. Knittles' elevator at Catawissa, Pa. The Robinson Manufacturing Company will furnish the machinery.

A. Dodge & Son, Corporation, of Gloucester, Mass., has retired from business. The firm formerly conducted a grain elevator and a grain, hay and feed business.

Capitalized at \$15,000, Collins, Finney & Moe, Inc., were formed at Albany, N. Y., to deal in grain, cereal products, livestock, etc. E. L. Moe, F. F. Finney and R. Collins are interested.

Construction work has been started on the elevator for the firm, Homer Rockwell & Son at Canton, Pa. Cleaning machinery, automatic scales, elevators and conveyors, furnished by the Robinson Manufacturing Company, Muncy, Pa., are to be installed.

## OHIO AND MICHIGAN

L. C. Allinger expects to build an elevator at Delphos, Ohio.

Willard Sprott has leased the elevator located at Savannah, Ohio.

E. Chappel Company will engage in the elevator business at Belding, Mich.

The Furnas-Brown Grain Company of St. Paris, Ohio, are occupying new offices.

The Savannah Elevator Company of Savannah, Ohio, has dissolved as a company.

Hartranft & Tanner, grain dealers at South Vienna, Ohio, have dissolved partnership.

C. A. Stockmeyer has sold his Caseville, Mich., elevator to the Caseville Elevator Company.

A new elevator is to be built at Roseburg (r. f. d. Yale), Mich., by the Michigan Bean Company.

W. H. Alswede has sold his elevator at Sanford, Mich., to Chatterton & Son of Mt. Pleasant.

L. C. Allinger has traded his elevator at Roselms Station (Grover Hill p. o.), Ohio, for a farm.

The Galliver, Yokom Company of Mayville, Mich., is succeeded by the Fremont Elevator Company.

New machinery has been installed in the elevator and mill of D. Grantz & Son at Tecumseh, Mich.

Geo. and Arthur Stewart has purchased the Thomas & Harvey Elevator at Schoolcraft, Mich.

The Farmers' Equity Exchange of Glenmont, Ohio, has made plans for the erection of an elevator.

The Spencer-Furrow Elevator Company's elevator at Piqua, Ohio, has been sold to the Piqua Milling Company.

The Payne Equity Exchange Company of Payne, Ohio, has bought the elevator at that place from the Brady Bros.

Geo. R. Davidson has taken over the defunct elevator at Richmond, Mich., and will make improvements on same.

The Cass City Grain Company has almost completed its new 24,000-bushel elevator at Salzburg (P. O. Bay City), Mich.

The Collier Elevator located near Hustead (r.f.d. Springfield), Ohio, has been purchased by the DeWine Milling Company of Springfield.

Stockholders of the Perrysburg Grain & Seed Company of Perrysburg, Ohio, have increased the capital stock of the company to \$40,000.

A new dynamo has been installed in the elevator of Henry Jacques at Whittemore, Mich. The plant will in the future be operated by electricity.

C. Kern Brewing Company of Port Huron, Mich., contemplates converting its brewery into a grain elevator. Michigan went dry at the recent election.

The Muchinippi Grain Company at Gutman (r.f.d. St. Johns), Ohio, and A. G. Boogher, Santa Fe, Ohio, were robbed of a considerable amount of clover seed recently.

To handle grain, feed and flour, the Lakeville Equity Exchange was incorporated at Lakeville, Ohio, capitalized at \$10,000. The company erected a 7,000-bushel elevator.

The elevator at Clarklake, Mich., is to be conducted under the management of the Loomis Bros. of Liberty, owners of the business. Formerly the plant was managed by C. E. Tompkins.

The Equitable Milling & Elevator Company has been formed at Big Prairie, Ohio. Capital stock amounts to \$25,000. F. S. Aylesworth, E. A. Lake, J. C. Lake, H. F. Vrooman and L. H. Metcalf are the organizers.

The Carey Mill & Elevator Company of Carey, Ohio, was incorporated, capitalized with stock of \$40,000. H. F. Graves, J. D. Ewing, D. C. Henry, Dr. I. N. Zeis and W. R. Kurtz are interested. The company has taken over the Snyder Elevator and mill at Carey.

## MINNESOTA AND WISCONSIN

Gustav Beske will build a new elevator at Atwater, Wis., next spring.

Reports state that a co-operative elevator is to be built at Kiester, Minn.

J. N. Bassett expects to install a seed cleaner in his elevator at Lena, Wis.

Mowrey & Sons have opened up the Farmers' Exchange Elevator at Evan, Minn.

The Monarch Elevator, located at Warren, Minn., has been purchased by Arvid Boman.

Capitalized at \$10,000, the Farmers' Elevator Company was incorporated at Angus, Minn.

The elevator of the Winter-Trusdell-Ames Company at Le Sueur Center, Wis., has been closed.

The Commercial Club of Gaylord, Minn., is promoting the erection of an independent elevator there.

The A. F. Schwartz Elevator and Warehouse located at Spring Green, Wis., has been leased by the Peck Bros.

Henry Schell has sold out his elevator business at Wilton, Wis., to Edw. Wilkinson. Consideration was \$3,000.

The Farmers' Elevator Company of Atwater, Minn., has discontinued business and will sell its elevator site.

The Heiberg Elevator Company of Twin Valley, Minn., will in the future also engage in a wholesale seed business.

The Wisconsin Elevator Company of Rusk, Wis., has been succeeded by A. H. Aldridge Elevator Company of Roberts.

Farmers in the vicinity of Simpson, Minn., have bought the Cargill Grain Company's elevator, located at that place.

The New Equity Elevator at St. Paul, Minn., was formally dedicated on December 6. The plant has a capacity of 500,000 bushels.

The Hartel-Morrison Company of Rice Lake, Wis., has dissolved partnership as a grain firm. Ernest Hartel will continue the business.

Frank Froemming, Algoma, Wis., is succeeded by Froemming & Busse. Frank Froemming and Gus M. Busse are interested in the firm.

The Vieth & Zimmerman Elevator at Norwalk, Wis., is now the property of the Norwalk Farmers' Elevator & Mercantile Company.

On December 15, it is thought, operations will be started in the new 1,750,000-bushel addition to the Capital Elevator at Duluth, Minn.

Two tanks of 5,000 bushels' capacity each are being put up at Bloomington (Station Minneapolis), Minn., by the Campbell Milling Company.

John P. Coffey has sold half interest in his grain business at Luverne, Minn., to Harry Miller. The company is to operate as the Coffey-Miller Grain Company.

The contract has been let by the Farmers' Elevator Company of Belleplaine, Minn., for the erection of a grain elevator, of 15,000 bushels' capacity.

A new 100,000-bushel grain elevator is to be erected at St. Paul, Minn., by the firm C. C. Chambers & Co. Work is to be started soon after the first of the year.

F. E. Barsaloux will erect a new grain elevator at Argyle, Minn., next spring. The new plant will be built on a concrete foundation and be modern in every respect.

The Pioneer Grain Company contemplates erecting a \$100,000 meal mill in connection with its terminal elevator at St. Paul, Minn., before the first of the year.

A 300,000-bushel fireproof workinghouse is to be built to elevator "A" of the Twin City Trading Company of Minneapolis, Minn. The contract for same has been let.

J. M. Riebs, Jr., has purchased the grain elevator of the Berger-Crittenden Company at Milwaukee, Wis. The elevator has been operated by the Stack & Kellogg Grain Company.

A reinforced concrete screenings house, 25 feet in diameter and 87 feet high, has been put up in connection with Bartlett Frazier Company's elevator located at Manitowoc, Wis.



E. Elbertson has discontinued his grain business at Augusta, Wis.

Capitalized at \$2,500, the Savage Farmers' Co-operative Elevator Company, was incorporated at Savage, Minn. Frank Dowle is president; P. J. Nicholson, vice-president; J. P. Connelly, secretary; T. J. Loftus, treasurer.

The Midland Elevator Company, operating at Minneapolis, Minn., as a subsidiary concern to F. H. Peavey & Co., grain commission merchants, has surrendered its charter. F. T. Heffelfinger was president; C. F. Deaver, secretary.

The Federal Grain Company of St. Paul, Minn., has completed plans for the erection of a 1,000,000-bushel grain elevator at St. Paul, next year. The commission firm has plans under way for incorporation as the Federal Grain & Elevator Company.

The Marshall-Hammel Grain Company of Appleton, Wis., has filed notice of the dissolution of its partnership. The company was organized in 1912, capitalized at \$100,000. In October of this year the company was taken over by E. Liethen Grain Company.

The L. G. Campbell Milling Company has disposed of its elevator property at Meriden, Minn., to the Meriden Farmers' Elevator & Mercantile Company. The new owners have made arrangements to build an addition to the elevator for housing a mill. Coal sheds are also to be built.

The Cargill Elevator Company of Green Bay, Wis., is building a 150,000-bushel concrete elevator on plans by the Burrell Engineering & Construction Company, to whom the construction contract was also awarded. It will be equipped with rapid handling machinery, electric power and Howe Hopper Scales.

## MISSOURI, KANSAS AND NEBRASKA

A new elevator is to be erected at Hesston, Kan., next spring.

A new 12,000-bushel elevator is being installed at Paxton, Neb.

The Farmers' Union may buy the elevator at Lorton, Neb.

The Germer Elevator at Plymouth, Neb., has been purchased by John Selk.

O. H. Schenck and C. M. Isom have purchased the elevator at Bellaire, Kan.

M. Weatherford will build a new grain elevator at Utica, Kan., this spring.

The Sweeney Elevator at Leon, Kan., has been purchased by Wm. Wentz.

Work is to be started remodeling the Farmers' Elevator at Murdock, Kan.

The Roca Grain & Coal Company will build a new elevator plant at Roca, Neb.

A 10,000-bushel elevator is to be put up at Sharon Springs, Kan., by Mr. Ketchem.

Harry Power has taken over the elevator of H. O. Willson, located at Wallace, Neb.

The Farmers' Union has purchased the Hoffman elevator, located at Hill City, Kan.

The elevator of the Farmers' Elevator Company at Prague, Neb., is being enlarged.

A hay barn is being put up at Wellsford, Kan., by the Farmers' Elevator Company.

C. D. Jennings has arranged to erect a 25,000-bushel elevator at Mullinville, Kan.

Mr. Blair of Speed, Kan., has purchased Geo. McFarland's elevator at Ottawa, Kan.

A new grain elevator is to be erected at Lincoln, Neb., by the De Witt Grain Company.

The Farmers' Union of Jewell, Kan., will either build or buy an elevator at that place.

The Wheatland Elevator Company of Harper, Kan., has put up a new warehouse there.

The 10,000-bushel elevator at Pattonsburg, Mo., has been taken over by Green & Tooley.

A 40,000-bushel elevator is to be erected for the Farmers' Grain Company at Oneida, Kan.

The elevator of the Farmers' Union at Axtell, Kan., is being equipped with new scales.

Chas. Caldwell recently bought the elevator at Ulrich, Mo., formerly operated by farmers.

A new warehouse is being built at Peck, Kan., by the Farmers' Grain & Elevator Company.

New grain scales have been installed in the plant of the Farmers' Union at Marysville, Kan.

A car loader has been installed in the plant of the Seguin Grain Company of Seguin, Kan.

An electric light plant has been installed by the Farmers' Elevator Company of Penasola, Kan.

New grain scales have been installed in the elevator of the Goff Grain Company at Goff, Kan.

A warehouse, to handle grain, feed, etc., is to be put up at Harveyville, Kan., by W. W. Harvey, and will be operated by him.

Farmers around Tarnov, Neb., have organized and purchased the Omaha Elevator Company's plant located there.

The Oakdale Grain Company of Oakdale, Neb., has changed its name to the Torpin Grain Company.

Additional storage is to be supplied by the Farmers' Produce & Supply Company at Enders, Neb.

The Geo. A. Roberts Grain Company of Omaha, Neb., contemplate erecting a new grain elevator.

The Scott County Milling Company of Sikeston, Mo., has completed its new 550,000-bushel grain elevator.

The Fowler Equity Exchange of Fowler, Kan., was recently formed and will erect a new elevator in that town.

The elevator plant owned by the Farmers' Elevator Company at Douglas, Neb., is being remodeled.

A new warehouse is to be established at the plant of the Wheatland Elevator Company at Park, Kan.

A new 25,000-bushel cribbed elevator is being built for the Bertrand Equity Exchange of Bertrand, Neb.

The Farmers' Grain & Stock Company of Humphrey, Neb., contemplate erecting a new elevator.

L. P. Schrader's grain business, located at Clay Center, Kan., has been taken over by Starkweather & Wilson.

The Atlas Grain Company has sold its elevators at Page and Royal, Neb., to J. T. Fletcher of Orchard, Neb.

The elevator owned by farmers in the neighborhood of Platte Center, Neb., has been equipped with a new engine.

The Farmers' Union Association of Trumbull, Neb., was recently formed and will handle grain, livestock, etc.

New additions are being made to the Farmers' Elevator Company's plant at Glenwood (mail to Palmer), Neb.

The Thomas Grain Company's elevator at Cedar, Kan., has been taken over by the Smith County Farmers' Union.

A new grain distributor has been installed in the elevator of the H. C. Rice Grain Company at Durham, Kan.

A car loader has been installed in the plant of the Gretna Grain, Shipping & Mercantile Company of Gretna, Kan.

The elevator and mill at Butler, Mo., owned and operated by H. N. Cannon is being remodeled and repaired by him.

A stock company, composed of business men and farmers around Rexford, Kan., will erect a 30,000-bushel elevator there.

The Farmers' & Merchants Elevator Company of Filley, Neb., has installed a new 15-horsepower oil engine in its elevator.

Otto and F. S. Schricker and Geo. Liggett have formed the Farmers' Grain Company of Utica, Neb. Capital stock is \$10,000.

A new ventilator has been installed in the warehouse plant of the Wellington Milling & Elevator Company of Wellington, Kan.

The elevator of the C. E. Robinson Grain Company at Hunter, Kan., has equipped its grain elevator with a grain distributor.

A 100,000-bushel concrete storage plant is to be put up for the Goodlander Mills of Kansas Flour Mills Company of Fort Scott, Kan.

The Farmers' Elevator Company is being organized at Bigspring, Neb. The concern contemplates building a new elevator.

At Grinnell, Kan., the Farmers' Union was organized, capitalized with stock at \$9,000. A new elevator will be erected by the company.

The stock of S. Bell and Chas. Sturtz in the Lebanon (Kan.) Mill & Elevator Company has been purchased by C. M. Isom and O. H. Schenck.

The Fenske Bros. are building a new iron clad elevator of 20,000 bushels' capacity at Sunol, Neb. The plant will be equipped with modern appliances.

C. E. Jackson of Downs, Kan., is interested in the organization of a new company to build a 60,000-bushel elevator and 700-barrel mill at Hastings, Neb.

A large pop-corn elevator with capacity for 2,500,000 pounds of pop-corn, has been erected at Ord, Neb., by the Shotwell Manufacturing Company.

The Huntley Equity Exchange of Huntley, Neb., has taken over the elevator and feed, flour and coal business of the Van Wickle Grain & Lumber Company.

The elevator located at Sabetha, Kan., owned by J. W. Staten, and operated under lease by the Farmers' Grain Company, has been purchased by that company.

The Kansas-Missouri Grain Company of Dodson, Mo., has been incorporated, capitalized with stock of \$8,000. L. B. Andrews, J. C. Lewis and W. A. Nally were the organizers.

The Hastings Milling Company of Hastings, Neb., has contracted with the Burrell Engineering & Construction Company for a 700-barrel mill building and a 75,000-bushel elevator.

At Bridgeport, Neb., the Farmers' Co-operative Association has been formed. The concern will buy and sell grain, dairy products, etc. The capital stock of the company is \$10,000.

Reorganization of the Ball Manufacturing Company, formerly of Kansas City, Mo., is now being effected. The company owns a mill at Harper and several elevators in Kansas and Oklahoma.

The Hanna-Pate Grain Company of Joplin, Mo., will rebuild its elevator plant which burned. The plant will be of 10,000 bushels' capacity and will be equipped with machinery for cleaning and shelling corn, oats and beans.

The Home Elevator in North Topeka (Ind. Sta. Topeka), Kan., is being torn down. The elevator was erected in 1887 by A. C. Davis, who in 1906 sold it to the Home Grain Company. This concern sold it in 1908 to the Peavy Grain Company, who in turn disposed of it to the Rock Island Railroad.

Articles of incorporation have been filed for the Farmers' Terminal Elevator Company of Omaha, Neb., with capital stock placed at \$300,000. William J. Hynes is president; A. V. Kinsler, vice-president and treasurer; Fred Parrott, secretary. The concern will engage in a general terminal elevator business.

## SOUTHERN AND SOUTHWESTERN

Rumors state that Roy Frymire has bought an elevator at Hinton, Okla.

A new grain elevator is to be put up at Monroe, N. C., by Winchester & Futch.

A grain station has been established by J. E. Shields at Rush Springs, Okla.

The elevator of the Weatherford Milling Company is to be remodeled at Sayre, Okla.

A 25,000-bushel elevator has been completed for the Hinton Milling Company at Butler, Okla.

The Mills Bros. Grain Company will build a grain elevator of about 10,000 bushels capacity at Nash, Okla.

The Thomas Milling Company of Thomas, Okla., contemplates rebuilding its elevator which burned down.

Strenuous efforts are being made by business men in Dublin, Ga., to have a grain elevator established there.

The Darragh Company of Little Rock, Ark., is erecting a grain storage house of 30,000 bushels capacity.

A 17,000-bushel grain elevator is to be built at Dallas, Texas, by the Townsend Grain & Elevator Company.

Marvin Smith's interest in the Tyler-Smith Grain Company of Hollis, Okla., has been taken over by E. N. Dial.

A new corn crib has been built in connection with the plant of the Geary Elevator Company at Greenfield, Okla.

R. H. Green expects to build an elevator at Jackson, Miss. He is the proprietor of the Jackson Milling Company.

The H. Dittlinger Roller Mill Company of New Braunfels, Texas, is interested in the erection of a 225,000-bushel elevator.

G. F. Gossett has put in a new foundation under his elevator at Piedmont, Okla., and made other improvements on the plant.

A building permit has been granted to the Maruchau Grain Company to build an elevator in San Antonio, Texas, costing \$2,200.

J. E. Everett & Co., grain dealers located at Maysville, Ky., have opened up offices in a new building, recently erected by them.

The elevator owned by the Larabee Flour Mills Company and located at Clyde (mail to Medford), Okla., has been closed for the season.

A new building is to be erected for the Burleson Mill & Elevator Company of Burleson, Texas, to be used for storage purposes and for grinding corn.

A Hess Drier of 1,000 bushels' capacity wheat per hour, and 800 bushels corn per hour, has been installed in the Chalmette Elevator at New Orleans, La.

The Enid Mill & Elevator Company has sold its holdings to the Enid Milling Company of Enid, Okla. The transfer includes 21 elevators in Oklahoma.

An additional elevator of 25,000 bushels' capacity is being built by the Harvest Queen Mills Company of Plainview, Texas, and a corn sheller is being installed.

The Farley Grain & Elevator Company has enlarged its warehouse at Amarillo, Texas, with elevator capacity of 80,000 bushels. The company also contemplates building steel storage tanks of 200,000 bushels capacity.

The Townsend Grain Company has let its contract for the erection of three elevators, one of which is to be built at Lorenzo, Texas. The other two locations have not yet been selected but will be in the near future.



The old grain elevator at Pensacola, Fla., which was damaged during an October storm is to be torn down. The L. & N. Railroad is asking for bids for its removal.

Capitalized at \$5,000, the Cornforth Grain Company, Inc., was formed at Waco, Texas. T. R. Cornforth, J. W. Mann, Sam Nix and W. H. Jones were the organizers.

O. W. Caswell, agent of the University of Florida Extension Division in Suwanee County, Fla., announced recently that a movement is under way to establish a grain elevator there.

F. A. Van Deren, Edward Spiers, S. K. Bernstein, all of Oklahoma City, have incorporated the Van Deren Lumber & Grain Company of Oklahoma City, Okla. The company is capitalized at \$10,000.

Incorporation papers have been filed for the Conyers Grain Company of Oklahoma City, Okla. R. H. Conyers, S. M. Conyers and H. W. Conyers are interested. The concern is capitalized with stock of \$5,000.

## CANADA

M. Sellers & Son have plans prepared for a new \$130,000 elevator to be erected at Ft. William, Ont.

James Richardson Company is interested in the erection of a new elevator with capacity of 2,500,000 bushels, at Port Arthur, Ont., Canada.

Reports say that the Canadian Pacific Railway is contemplating to expend between \$10,000,000 and \$15,000,000 in grain elevators and additional terminal facilities at Vancouver, B. C.

Attempts have been made to form a new organization by consolidating the United Farmers' Association and the Alberta Farmers' Co-operative Elevator Company, the Saskatchewan Grain Growers and the Saskatchewan Co-operative Elevator Company.

For the 13 months ending August 31, 1916, the Alberta Farmers' Co-operative Elevator Company, Ltd., handled 19,320,556 bushels of grain, of which 18,000,000 bushels were handled in the 87 elevators operated by the company. A profit of \$282,484 was made and the assets of the concern increased by \$604,454.

## IOWA

A new elevator has been constructed at Galva, Iowa.

Farmers around Farragut, Iowa, may erect a new elevator there.

The Farmers' Elevator Company of Rock Rapids, Iowa, has dissolved.

The Farmers' Elevator Company has been organized at River Sioux, Iowa.

Work has been started on the erection of a new grain elevator at Auburn, Iowa.

H. G. Scott has traded his elevator at Dow City, Iowa, for the farm of John Ahart.

The elevator of T. W. Hutchinson at Anderson, Iowa, is being overhauled and repaired.

Repairs have been completed on the plant of the Talbott Grain Company at Weldon, Iowa.

P. L. Rivard has awarded the contract for a new elevator to be built at Pocahontas, Iowa.

Geo. W. Schroder has opened his elevator at Remsen, Iowa, for business, after making repairs.

The Quaker Oats Company has placed a new foundation under its elevator at Richards, Iowa.

A new office and coal shed is being put up at Mt. Union, Iowa, for the Farmers' Elevator Company.

A. J. Hauke has let the contract for a new 10,000-bushel elevator at Bremer (r. f. d. Waverly), Iowa.

Repairs and improvements are being made on the Neola Elevator Company's plant at Franklin, Iowa.

A corn sheller and portable elevator is to be installed at Montezuma, Iowa, by Sam Wilson & Co.

A. M. Axen now controls his father's interest in the elevator located at Cornelia (r. f. d. Clarion), Iowa.

The Grain Growers' Elevator Company of Shenandoah, Iowa, has dissolved. Geo. E. Gordon was president.

The Hubbard Grain Company of Cylinder, Iowa, has installed a new 6-horsepower engine in its elevator.

A 10,000-bushel elevator is under course of erection for Merrill Johnson, on his farm near Malvern, Iowa.

The newly formed Farmers' Elevator Company of Applington, Iowa, has purchased the elevator of A. Outjes, Jr.

Mr. Shaffer of Waterloo, Iowa, has traded some business property for a grain elevator at New Hartford, owned by J. Skeel.

John Frerichs has sold his elevator located at Holland, Iowa, to the Merchants' Elevator Company of Davenport.

Extensive repairs are being made on the engine room of the elevator of the Theo Sindt Grain Company of Lake Park, Iowa.

The Hubbard Grain Company has repaired its elevator at Miller, Iowa, and installed a manlift and built a brick engine house.

The Farmers' Co-operative Exchange of Essex, Iowa, has built a new 45-foot smokestack to its recently acquired elevator and roller mill.

Improvements are being made on the elevator plant of the Farmers' Elevator Company at Livermore, Iowa. A Richardson Automatic Scale has been installed.

It is reported that the Updike Grain Company will build a 1,500,000-bushel grain elevator at Council Bluffs, Iowa. It is expected that the plant will be ready for operation by next spring.

Attempts are being made to have a new elevator built at Sioux City, Iowa, replacing the one which burned several years ago, by the Sioux City Terminal Elevator Company, of which F. M. Pelletier is president; L. L. Kellogg, vice-president; Howard Guiney, secretary and treasurer.

# FIRES-CASUALTIES

Rapatee, Ill.—Fire destroyed the Woods Elevator here.

Norfolk, Va.—The feed warehouse of J. M. Gwaltney & Co., was damaged by fire.

Scott, Ark.—Damages of \$6,000 were done to the feed house owned by Conoway Scott.

Wirt, Crescent p. o., Okla.—Fire damaged the new store of the Creel Grain Company.

Goodell, Iowa.—The elevator of A. D. White was struck by lightning. Not much damage was done.

Jackson, Miss.—The seed house of the Central Cotton Oil Company burned. Loss amounted to \$15,000.

Ohioplye, Pa.—Damages of \$1,500 were done to the feed and flour store of Burdette & Saylor on December 6.

San Antonio, Texas.—Van A. Webster Hay & Grain Company lost its warehouse by fire with losses of \$4,500.

Garske, N. D.—An overheated stove was the cause of a small blaze in the office of the Winter-Ames Elevator here.

Midvale, Idaho.—The south end of the Farmers' Warehouse at this point burst, scattering its contents over the ground.

Underwood, N. D.—Fire damaged the elevator at this place owned by C. E. Hedlund and operated as the Independent Elevator.

New Britain, Conn.—Fire damaged the wholesale hay, grain and feed establishment of Hugh Reynolds, involving loss of \$40,000.

Locust Point, Baltimore, Md.—Slight damage was done by fire to the elevator plant of the Baltimore & Ohio Railroad on December 2.

Lyons (Ind. Station Clinton), Iowa.—On November 11 August Becker's warehouse burned together with seed and cleaning machinery. Loss, \$5,000.

Superior, Wis.—Andrew Danielson was fatally injured in the Great Northern Elevator "S." Danielson was a laborer employed in the elevator plant.

Cleveland, Ohio.—The elevator of the Big Four Milling Company together with its contents of 300,000 bushels grain was burned with loss of \$250,000.

Mansfield, Mass.—MacKenzie & Winslow Company's elevator operated as the Mansfield Milling Company, burned. The loss amounted to between \$30,000 and \$50,000.

Alvin, Ill.—Serious injuries were received by Frank E. Yeazel, manager of the Alvin Grain & Light Company, when the cable broke causing him to fall from the top of his grain elevator.

Orleans, Ill.—Severe injuries were received by Wilson Graham when he fell from a plank and rolled down a grain chute in the Farmers' Elevator Company's plant, where he is employed.

Madill, Okla.—The Marsh Milling & Grain Company's plant burned together with 3,000 bushels corn and oats. The plant was operated by the Bibbitt Milling Company and a loss of \$10,000 was sustained.

Dighton, Kan.—Fire caused serious damages to the Farmers' Elevator here. The elevator contained 10,000 bushels of grain at the time of the blaze. The plant which was insured for \$9,500, will be rebuilt.

Green Isle, Minn.—The Security Elevator was destroyed by fire. The house contained about 3,000 bushels wheat, 250 bushels barley, 1,000 bushels rye, 200 bushels potatoes and about 4 tons of flour and feed.

W. G. Riordon has let the contract for the construction of a new grain elevator at Fulton, Iowa, to be situated between his mill and warehouse.

Work has been started on the construction of a new grain elevator for J. N. Gilchrist & Co., at Monona, Iowa. The company owns elevators in northern Iowa, Minnesota and South Dakota.

E. G. Haning is interested in the establishment of a grain elevator at Anderson, Iowa. The elevator will have a capacity of about 10,000 bushels and will be equipped with modern machinery.

Benj. Jenkinson has taken control of the elevator property of the Sheldon Trade Company at Sheldon, Iowa. The new owner will wreck the old elevator and put up a new plant of modern construction. A new office building will also be built. The contract has been let and it is hoped that the plant will be completed by January 1. E. Riddell, the former owner of the property, had been in business at Sheldon for 34 years past.

Terre Haute, Ind.—An overheated boiler caused a blaze which threatened for a time to destroy the Paul Kuhn Company's elevator. The flames were, however, checked before any great losses were sustained.

Ekalaka, Mont.—The elevator property of the Ekalaka Milling Company was burned. The fire gained such headway that it was impossible to save the plant. Loss amounted to approximately \$14,000 with \$7,000 insurance.

Marrero, La.—The new grain elevator of George B. Matthews & Sons was completely destroyed by fire of unknown origin. Fifteen thousand bushels of corn were also burned. Loss on elevator, \$35,000; corn, \$15,000, fully covered by insurance.

Green Bay, Wis.—A new blaze broke out in the Cargill Elevator Docks here. The fire has been smoldering for three months when the plant was destroyed with \$300,000 losses. Since that day the constant attendance of a fire company has been needed.

Burt Sta., near Mackinaw, Ill.—Verl E. Judy was killed when caught in the engine in the elevator of Burt & Richmond Elevator Company located here. Mr. Judy was manager of the elevator plant. He was 32 years old and is survived by his widow and two children.

West Branch, Iowa.—The elevator owned by Joseph Schonborn was burned on November 14. The building was valued at \$1,200, partially covered by \$800 insurance; contents were valued at \$2,000 with no insurance. The fire started while an employee was attempting to thaw out a frozen engine with a torch, which shot its flames into a nearby gasoline tank on the floor.

Paxton, Ill.—On November 23, fire in the elevator of Risser & Rollins caused the complete destruction of that plant with \$10,000 losses on building and \$23,000 losses on contents. The plant contained about 35,000 bushels of oats and 7,000 bushels corn. Recently a new drying plant of 50,000 bushels' capacity had been installed at a cost of \$10,000. Plans are already under way for rebuilding the elevator.

Milnor, N. D.—Fire completely destroyed the Thorpe Elevator here on November 30. It is thought that a hot box on the main shaft was the cause of the disastrous blaze. Damage done to the elevator and its contents which included about 1,400 bushels wheat, 49,000 pounds barley, 312 bushels flax and 317 bushels hard wheat, amounted to about \$10,700. Fire also started in the Andrews Elevator but this was quickly extinguished.

Orleans, Ill.—The elevator owned by the Orleans Farmers' Grain Company was burned on November 21. It is reported that a brick cob burner which stood about 30 feet from the elevator proper caused the blaze. The elevator was built eight years ago and was purchased by the present company last spring from the Central Illinois Grain Company. On the property, valued at \$8,000, insurance of \$6,500 was carried. The plant had a capacity of 25,000 bushels. It is probable that the building will be rebuilt at once.

Guptil (mail Carrington), N. D.—The elevator of T. H. Cousin was totally destroyed by fire, and Harry Hale, manager of the plant, was badly burned. The fire started from an explosion which was caused by gases formed from escaping gasoline. When Mr. Hale entered the office he struck a match and in so doing ignited the accumulated gases. The fire spread from the office to the elevator and soon the entire plant was on fire. The plant contained a large quantity of grain.



# ASSOCIATIONS

## NATIONAL ASSOCIATION SETS DATE FOR ANNUAL

The directors of the Grain Dealers National Association have set September 24, 25 and 26 for the 1917 meeting at Buffalo, and the Hotel Statler has been selected as headquarters. Buffalo is planning for the biggest convention ever held by the Association, and they are polishing up their trumpets to herald the event in a fitting manner.

## WESTERNERS TO ORGANIZE

When the eleventh annual wheat convention meets at Pullman, Wash., on January 2-4, it will mark the meeting of the first Northwest Grain Convention. The principal subjects for discussion will be bulk handling of grain, grain grades and standardization, and terminal market problems. Exceptional speakers are on the program and the meeting promises to do much to crystallize opinion and unite the trade in the Northwest.

## INDIANA DEALERS MEET IN JANUARY

The Indiana Grain Dealers Association has fixed upon January 9 and 10 for its annual meeting, to be held at the Board of Trade Building, Indianapolis, beginning at 1:30 P. M. on the 9th. They have not formulated a program yet and it is the purpose to limit the number of papers and addresses so that they may have a general discussion of current questions and matters of interest generally.

Many lively discussions always feature the Indiana meetings and the entertainment provided by the Board of Trade is of high class. The meeting this year should be a record breaker in attendance and general interest.

## PENNSYLVANIA FEED DEALERS ORGANIZE

An organization has been formed by the feed dealers and millers of Northeastern Pennsylvania and will be known as the Northeastern Association of Pennsylvania. The objects are business and social, and the organization will do much to help the interests of the members. The officers are: President, L. McLean Wilson, Montrose; vice-president, C. B. Tyler, Meshappen; treasurer, M. S. Kintner, Mahanoy; secretary, B. J. Gardner, Factoryville. Additional member of the Executive Committee, W. S. Cronk, Nicholson. Arbitration Committee: Joseph West, Hopbottom; E. F. Eddy, Brooklyn; C. A. Jane, Skimmers Eddy.

## NEBRASKA FARMERS ELECT

The Nebraska Farmers Co-operative Grain and Live Stock Association was held at Omaha on November 21. It was an enthusiastic and well attended meeting, at which many interesting addresses were presented. Among the resolutions passed was one in which all farmers' organizations of the state were invited to join the Association; car peddling was endorsed as a means to economy; proposed grain embargo was declared not justified; freight rates in the state were declared adequate; increase of railroad equipment was advocated; good roads favored, and the Grain Standard Act was endorsed.

The following officers were elected: President, J. D. Canaday; vice-president, Guy Briggs; secretary, J. W. Shorthill; directors, W. J. Lee and E. P. Hubbard. Omaha was selected as the meeting place for 1917.

## ILLINOIS ASSOCIATION CHOOSES MEETING PLACE

At a meeting of the directors of the Illinois Grain Dealers' Association at Chicago, on December 7, the invitation of Springfield to hold the 1917 convention in that city, was accepted and a committee, consisting of E. E. Schultz, E. M. Wayne and U. J. Sinclair, was appointed to make preliminary arrangements. The date of the meeting will be the second Tuesday in May.

Bert Ball of the Crop Improvement Committee of the Council of Grain Exchanges asked the indorsement of the directors of his efforts to enlist grain dealers to support the attempt to get grain improvement co-operation in the schools, and it was granted.

Considerable time was consumed in discussing a membership campaign, as recommended at the meeting last year, and it was decided to have a committee made up of one member from each district in the state, the selection of the committee to be left to the president and secretary.

Special Attorney Robert P. Vail gave an outline of the present status of the test suits, the Supreme

court decision having been entirely favorable to the grain trade, and leaving the situation so that if the railroads did not weigh the grain themselves, shippers and receivers weights would be accepted in evidence where shortage was claimed, and the burden of proof of natural shrinkage was left to the railroads.

Membership in the National Chamber of Commerce was continued and several national movements dealing with railroad extension, national security, etc., were endorsed.

B. P. Hill reported that \$1,281 had been received into the litigation fund, \$1,225 had been expended, and \$56 remained in the treasury. This report was referred to the Finance Committee.

Secretary E. B. Hitchcock's semi-annual report showed a condition of great prosperity and evidenced much activity in the Association. All departments are growing; finances in excellent condition, and the directory more complete and profitable than ever before.

Recommendation as to the wheat grades, asked by the Department of Agriculture, was left to E. E. Schultz and favorable action was taken on the names of several new members.

E. M. Wayne read an amendment to the Act to Regulate Commerce, proposed by Frank Funk at a recent hearing before the National Railroad Commission, giving greater powers to the Interstate Commerce Commission. This proposed amendment was endorsed and a motion to ask the aid of other state grain associations in having it made into law was passed.

Mr. Funk's resolution was as follows:

Whereas, there now prevails throughout the United States a shortage of cars, unprecedented in proportions and stupendous in its possibilities of damage to the industries of the country; and while this stringency in transportation facilities is general over the country, it is particularly acute in the Central and Western States; to such an extent has the shortage developed that business in many lines is paralyzed and people in many states are menaced by a famine in fuel and food-stuffs; hundreds of thousands of bushels of grain in Iowa, Kansas, Nebraska and other states have been hauled to railway stations and dumped upon the ground for want of cars to move it to market; millions of dollars represented by this unmarketable product of the farms is jeopardized and the commercial equilibrium of the territory affected is imperiled; mines in Colorado and other states have been forced to suspend operations and industries dependent upon their product for fuel have been compelled to shut down or to seriously curtail their operations; perishable fruits and vegetables are being held in Western States with a prospect of partial and possible total loss; and

Whereas, it appears from statistics recently made public by the American Railway Association that there were, for the twenty-four hour period ending November 1, 1916, 108,010 fewer cars in the United States than were required to transport shipments offered; and

Whereas, it appears that the situation has reached such proportions that it has gotten beyond the control of the carriers themselves, as is evidenced by the recent action of the American Railway Association in naming a committee to confer with the Interstate Commerce Commission for the purpose of devising ways and means for enforcing the rules of the Association regarding the return of foreign cars to their owners; and

Whereas, the misuse and retention of cars by certain carriers has disturbed the transportation equilibrium in the country; and

Whereas, under the Act to Regulate Commerce as now in force, the Interstate Commerce Commission appears to lack the necessary authority, except after hearing and consequent delay, to make rules and issue orders governing the prompt return of equipment to the lines owning or leasing the same; therefore, be it

Resolved, That a Committee on Car Service and Demurrage, consisting of seven members with full power to represent this Association, be appointed by the president to confer with the Interstate Commerce Commission for the purpose of securing such immediate relief as is possible in this emergency; and be it further

Resolved, That said Committee on Car Service and Demurrage be instructed to present these resolutions to the Congress of the United States and to urge upon that body the adoption of an amendment to the Act to Regulate Commerce which will confer upon the Interstate Commerce Commission authority to establish rules and regulations with respect to exchange, interchange and return of equipment between the various railroads operating in the United States; and be it further

Resolved, That it is the sense of this Association that one of the principal reasons for the car shortage in many sections of this country is failure of certain of the carriers to promptly return the equipment, which has been unloaded at points on their lines, to the roads owning the same; and further that this inconvenience and financial loss now being suffered by many of the shippers would be materially reduced if all the carriers would immediately proceed to return the cars they are now using to the roads owning the same; and be it further

Resolved, That it is the sense of this Association that the Interstate Commerce Commission, in its consideration of the application of the carriers for an increased charge for demurrage, should compare the relief to be gained thereby with the additional relief that might be afforded by a material increase in the per diem car rental charge assessed by the carriers in their interchange agreements.

E. E. Schultz suggested the name of Lee G. Metcalf as a minority member of the Public Utilities

Commission and the efforts of the Association will be expended toward his appointment.

A conference between the Executive Committee of the Association and a committee of the Association of Railroad Presidents of Illinois was held in the Transportation Building after the adjournment of the meeting, at 2:30 p. m. This conference resulted in a plan for a joint arbitration committee, to be composed equally of railroaders and grain men for the settlement of several matters of difference and controversy now existing. The Railroad Conference Committee consisted of F. B. Bowes of the Illinois Central, C. G. Burnham of the Burlington, and J. E. Gorman of the Rock Island, with George Hannauer of the General Managers' Association. The Association Committee consisted of the following: E. M. Wayne, Delavan, chairman; E. E. Schultz, Beardstown; B. P. Hill, Freeport, and President Victor Dewein and Vice President U. J. Sinclair, with Secretary E. B. Hitchcock.

It is believed that this conference will result in broad betterment of traffic and transportation problems in which the Illinois grain trade is concerned. It is considered the most important conference in which the Association has ever taken part with the railroads.

## GRAIN TRADE PATENTS

Bearing Date of November 14, 1916

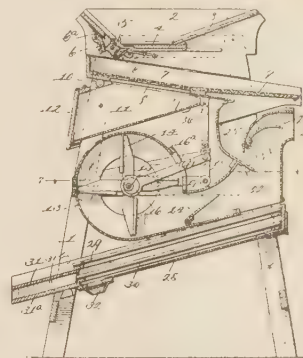
Mouse Proof Seed Corn Rack.—Harry Prumm, Peabody, Ind. Filed May 10, 1916. No. 1,205,015.

Grain Car Door.—Clark S. Eaton, Park River, N. D. Filed May 11, 1914. No. 1,204,962.

Bearing Date of November 21, 1916

Grain and Seed Cleaner.—Orland C. Hatfield, Richmond, Ind. Filed August 10, 1915. No. 1,205,739. See cut.

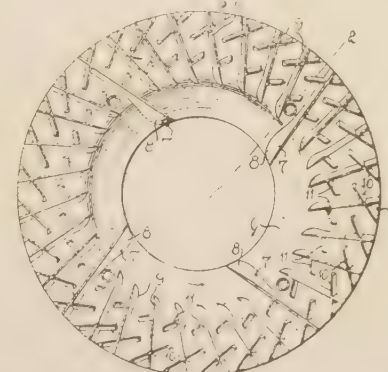
Claim: A device of the kind described comprising two oppositely arranged shoes, the upper shoe being provided with two longitudinally aligning screens at an obtuse angle with each other, a seed box under the forward of said screens, and the lower shoe be-



ing provided with superimposed screens, a fan casing between the shoes, an upwardly and rearwardly extending air chamber communicating directly with the rear end of the lower shoe and receiving grain from the upper shoe, a grain chute leading from the upper shoe into said air chamber, a wall of said grain shoe projecting transversely into an air chamber and forming a deflector, an air board arranged between the fan casing and said deflector, and a second air board hinged in the upper portion of the air chamber and between its outlet and the point of entrance of the grain shoe.

Grinding Plate for Feed Mills.—Samuel J. McVey, Belleville, W. Va. Filed June 5, 1916. No. 1,205,366. See cut.

Claim: An annular grinding plate provided upon its grinding face with a plurality of teeth converging inwardly from the outer edge of said plate, and a plurality of retarding ribs angularly disposed with



respect to said teeth and extending from the adjacent teeth in staggered relation and in substantially parallel lines with respect to each other.

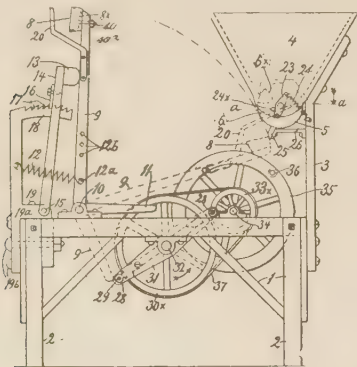
Bearing Date of November 28, 1916

Wild Oats Separator and Grain Cleaner and Grader.—Lars Peterson, Colman, S. D. Filed June 28, 1915. No. 1,206,367. See Cut.

Claim: A wild oats separator comprising a frame, a casting scoop having an arm pivoted in the frame,



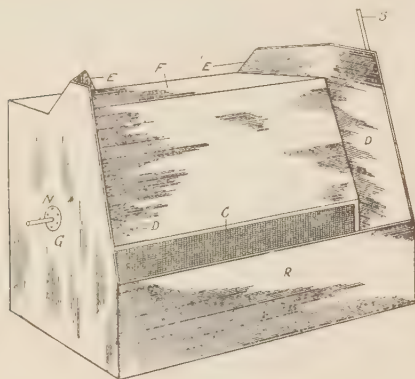
a spring acting on said arm to swing the scoop forward, an obstructing device for stopping the arm after it has attained a suitable speed for casting the grain from the scoop, a rotating wheel and operative connection between said wheel and the scoop arm to



swing it against the resistance of the spring and then suddenly release it to let the spring throw it against the obstruction; a hopper adapted to hold a supply of uncleaned grain, a delivering device in the bottom of the hopper adapted to convey a charge of grain to the scoop, means whereby the delivering device is operated automatically when the scoop is swung into position to receive said charge, and means whereby the delivering device is automatically returned to the position in which it receives each charge of grain from the hopper.

**Machine for Treating or Pickling Grain.**—Charles Henry Nelson, Vulcan, Alberta, Canada. Filed March 23, 1916. No. 1,206,239. See cut.

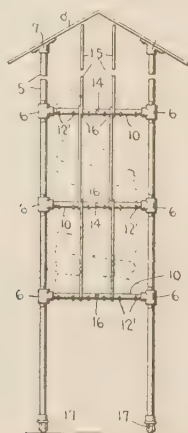
**Claim:** A grain pickling machine comprising a casing having an inclosed compartment provided with an angularly disposed front wall, a screen located at the lower end of the said wall, an open compartment adjacent to the closed compartment provided with a front wall extending above the top of the screen, the end walls of the open compartment being offset in-



wardly and converging toward the top end and a frame operatively supporting the said casing.

**Seed Corn Drying Rack.**—Lee Adams, Jacksonville, Ill., assignor of one-half to Thomas Wilberton, Jacksonville, Ill. Filed May 2, 1916. No. 1,206,770. See cut.

**Claim:** In a seed corn rack, the combination of a series of standards, side and end rails connecting said



standards, shelves supported by said end rails and means for rotating said end rails and stretching said shelves.

**Bearing Date of December 5, 1916.**

**Seed Tester.**—Siegwart A. Floren, Bismarck, N. D., assignor to Caruguss Manufacturing Company, Bismarck, N. D., a corporation of Arizona. Filed November 6, 1915. No. 1,207,013.

**Apparatus for Cleaning Grain.**—Francis O. Dickson, Louisville, Ky., assignor of one-half to Garnett S. Zorn, Louisville, Ky. Filed January 26, 1916. No. 1,207,512.

ON Decem'ber 5, 355,000 bushels oats were shipped from Taylor-Bournique Company's St. Paul Elevator "E" on steamer *Edwin L. Booth*.

## OBITUARY

**MOORE.**—Wm. H. Moore of Wm. H. Moore & Co., Baltimore, Md., grain commission merchant, died not long ago.

**HILL.**—Wm. Hill, at one time engaged in the grain and feed business at Richmond, Ind., passed away recently.

**LANE.**—Winfield S. Lane died at Pleasantville, N. Y. He was connected with Lane, Eaton & Smith, grain and feed dealers.

**NORAGON.**—Chas. Noragon of Noragon Bros., grain and seed dealers at Butler, Ind., died not long ago from typhoid fever.

**NEALL.**—Pneumonia was the cause of the decease of Frank L. Neall, noted traffic statistician, at his home in Philadelphia, Pa.

**RITZLER.**—After a short illness, Geo. Ritzler succumbed to heart disease. Mr. Ritzler was a prominent hay dealer of Kenton, Ohio.

**STEWART.**—Robt. M. Stewart died recently at Falls City, Neb. He was a member of R. M. Stewart & Sons, Reserve, Kan., grain dealers.

**BRUHA.**—Ed. Bruha died from heart disease at a Watertown (S. D.) hospital. Mr. Bruha was engaged in the grain business at Vienna.

**MORRISON.**—After a short illness, C. T. Morrison, a feed dealer and former miller, passed away at Glasgow, Ky., at the age of 80 years.

**OATES.**—Heart failure caused the sudden death of W. H. Oates, for many years engaged in selling grain, especially barley, at a New York City hotel.

**SILBERHORN.**—At the age of 68 years, John J. Silberhorn, a member of the Chicago Board of Trade, Chicago, Ill., passed away at his home in that city.

**WILBUR.**—Jacob Herrick Wilbur, died recently. He had been a member of the Chicago Board of Trade for 37 years and a member of the firm, Warner & Wilbur.

**ANDERSON.**—E. J. Anderson, well-known on the Chicago Board of Trade, died at his home in Chi-

cago. Mr. Anderson had been connected with brokers' offices for 30 years.

**McFADDEN.**—L. R. McFadden, a Philadelphia grain and feed dealer and a member of the Philadelphia Commercial Exchange, died on November 24 at his home in Haddonfield, N. J.

**LAMB.**—George W. Lamb, a prominent grain dealer at Lancaster, Ohio, was killed when struck by the flywheel of the engine in his elevator. Mr. Lamb was 73 years old and is survived by his widow and five children.

**FIEKER.**—On November 28, Arthur Labricht Fieker died at his home in Carlinville, Ill. Mr. Fieker was associated with his father in the grain business under the firm name of C. Fieker & Son. He is survived by his widow and small daughter.

**MACKENZIE.**—Hemorrhage of the lungs caused the sudden death of John P. MacKenzie of Chicago, Ill. Mr. MacKenzie had been ill for some time but insisted on having his daily walk, and it was while he was out for this airing that death overtook him. He was a grain broker and connected with the firm of A. V. Booth & Co., Chicago, Ill.

**LICHTENBERGER.**—Heart disease caused the sudden death of Charles Lichtenberger, a retired Chicago Board of Trade operator, on November 15. The deceased had been a member of the Chicago Board for 40 years. He was partner in the publishing firm, Howard, Bartels & Co., publishers of the *Daily Trade Bulletin*. Mr. Lichtenberger is survived by his widow and one son.

**KROESCHELL.**—William L. Kroeschell of Winnetka, Ill., committed suicide by shooting while at the Illinois Athletic Club in Chicago, Ill. The deceased was born in Nashville, Tenn., in 1855. From 1881 to 1900 he was a member of the commission firm of Gerstenberg & Kroeschell. In 1900 he entered the firm of Kroeschell Bros. Company with his brother. Mr. Kroeschell was a member of the Chicago Board of Trade.

## FIELD SEEDS

The Amzi Godden Seed Company of Birmingham, Ala., now occupy new headquarters.

A new warehouse has been secured by the Farmers' Seed Company of Bainbridge, Ga.

The Courteen Seed Company has closed down its plant at Twin Falls, Idaho, for the season.

Harold M. Case is now manager of the Dakota-Improved Seed Company of Mitchell, S. D.

Ralph Waldon Elden has opened up a seed, fertilizer and feed store at Central Point, Ore.

A three-story warehouse is being built at Marysville, Ohio, for the O. M. Scott & Sons Company.

The cleaning plant of the Aurora Seed Mill, Stockton, Cal., has been enlarged and a clover huller installed.

Improvements amounting to \$3,500 have been made on the plant of the Portland Seed Company, Portland, Ore.

A two-story brick warehouse and office building is to be put up at Plant City, Fla., by the Kilgore Seed Company.

D. B. Lake & Co., of Springfield, Ky., are succeeded by the Lake Bros. who will carry a full line of field seeds, feed, etc.

The Tucker Seed House has purchased a building at Carthage, Mo., which it will remodel and enlarge and equip with an elevator.

The S. A. Yost Company of Hopkinsville, Ky., has purchased the seed and implement business of the Forbes Manufacturing Company.

J. Oliver Johnson is now occupying his new brick seed house in Chicago, Ill. The plant is equipped with a full line of cleaning machinery.

An elevator, in which alfalfa seed exclusively will be stored, is to be put up at Garden City, Kan., by the Garden City Grain & Produce Company.

Interest in the Stockton Seed Company of Stockton, Cal., has been purchased by Stanley D. Herbert, a well-known civil engineer and agricultural expert.

A charter has been filed for the Flora Seed & Milling Company of Louisville, Ky., at Springfield, Ill. The principal place of business in Illinois is at Flora.

The Daniel Batchelor Seed Store at Utica, N. Y., now occupies new quarters. The store is furnished with up-to-date equipment with showroom on the second floor.

W. T. Shelton was recently taken into the firm of Hyatt & Co., operating at Waynesville, N. C. The company will in the future deal in seeds and flour, in addition to its old line of business.

The Farmers Grain & Seed Company of Lamoni, Iowa, recently elected the following new officers: President, J. P. Haas; vice-president, Eli Hayer; secretary, Oliver Hayer; treasurer, D. T. Steckell.

Alfalfa seed growers in the vicinity of Miles City, Mont., held a meeting recently to form an organization for the better marketing of alfalfa seed. A committee of three was appointed to draw up a constitution and the by-laws.

Recent reports from C. C. Georgeson, Commissioner of Agriculture for Alaska, state that a handful of yellow flowered alfalfa seed introduced from Siberia, survived the winter at Rampart Station, 65 degrees, 30 minutes North latitude.

A grain show is to be held by the Oklahoma Improved Seed Growers' Association from December 27 to January 4 in connection with the farmers short course at Oklahoma Agricultural & Mechanical College, Stillwater, Okla. Prizes for best exhibits will be given.

At the annual show of the North Dakota Improved Seed Growers at Devil's Lake, N. D., the following officers were elected: President, George Stewart, Gilby; secretary-treasurer, H. L. Bolley; directors, Mrs. Clarke W. Kelley, D. D. Simons, H. T. Monson, Joseph Kitchen and E. M. Grundlund.

All nursery plants in Muskogee County, Oklahoma, have been purchased by the Oklahoma Nursery Seeds Company. This company has opened



up a sales office and seed yards at 614 W. Broadway, Oklahoma City. W. H. Hume, T. Miller, Ed. Hastain, E. C. Greisel, and G. W. Irwin are interested.

L. Teweles Seed Company, Milwaukee, Wis., has just closed a deal by which they secure control of a piece of property, 183x140 feet, centrally located, on which they will build, in the near future, a modern elevator, seed cleaning department and storage house. When completed it will be one of the most up-to-date seed cleaning houses in the country. The property has two private side tracks.

Reids Yellow Dent corn was originated by Robert Reid, who, in 1846 brought a rather late maturing variety known as Gordon Hopkins corn from Brown County, Ohio, to Tazewell County, Ill. The next year, after a poor previous season, the missing hills in the planting from this imported corn were planted with a small yellow, early maturing variety. The accidental cross resulting from these two varieties in the same field furnished the foundation for the now famous Reids Yellow Dent.

## PROFIT SHARING FOR MINNEAPOLIS COMPANY

An announcement was recently made by the seed company, Northrup, King & Co., of Minneapolis, Minn., to their employees relative to the Profit Sharing Dividend Plan, recently adopted and which affects at present about 150 people. This dividend is awarded on the basis of net earnings of the company for the fiscal year closing July 1, relative proportion of the salary of each individual and length of continuous service. At the time of the announcement, checks were handed to all those who were entitled to them for the year ending July 1, last. The plan was put in operation to bring about a greater degree of individual co-operation, to increase efficiency and to encourage thrift. If the plan works out as well as is anticipated, it is expected it will be continued in the future on the same liberal basis as first announced.

## Grain and Seeds

### SUNFLOWER SEEDS

Car lots and less.

EBERTS GRAIN CO., Nabb, Ind.

### WANTED

Medium, Mammoth and alfalfa seed, true to name. Mail sample and price to WALTER G. TRUMPLER, Tiffin, Ohio.

### SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE

Genuine Texas red rust-proof seed oats; ear corn, mill feeds and hay. LEWIS & KNIGHT, 2714 Routh St., Dallas, Texas.

### SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

### FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

## CLOVER SEED MARKET

Southworth & Co., of Toledo, Ohio, say of the clover seed market, December 12:

"Foreign situation in clover has the people guessing. France has continued exporting, though at very moderate rate.

"Large seaboard seed house expects moderate arrivals of early purchases by end of December or first of January. Further import purchases now impossible. Some seed has been sold for export and there are further good inquiries. Looks for higher prices later on. Arrivals of seed at Toledo have been largest in eight years. Stocks have increased rapidly. The increase is around 30,000 bags for the season.

"Central States seed house says offerings from country have been very light past few weeks. Country dealers have been disposing of seed as fast as it came in all season. The few lots that farmers have on hand will be held until spring. Country dealers believed to be carrying much less than usual.

"Missouri dealers also think seed has been pretty well sold out, about the only stocks remaining being those held in expectation of higher prices later.

"Little demand so far. It has come after the first of the year in recent seasons. Eastern demand expected to come later, but to be in considerable volume when it does come, as dealers there are not carrying large stocks. Market has been quiet, with narrow fluctuations, waiting for the demand to develop."

THE British Government's action in taking over the food supply of the nation has caused considerable discontent among the grain interests there, not alone because they are shut off from considerable business that they formerly enjoyed, but because they feel that the trade could have insured supplies of grain to the nation as economically and more efficiently than the Government has done.

## FARM SEEDS WANTED

We are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, Millet and Sudan Grass — also other field seeds. Send us samples, description, state quantity you have and quote cash price per bushel f.o.b. your station. No lot too small nor too large. Address  
**HYDE SEED FARMS, Pattonsburg, Mo.**

## WANTED GRASS SEEDS and FIELD SEEDS

We buy Clover, Alfalfa, Timothy, Alsike, Sweet Clover, Alsike and Timothy mixed; Low grade Alsike; Seed Oats, Spring Wheat, Speltz, Barley, Cane, Millet, Sudan Grass and all Field Seed, in carload lots or less. Send us samples and quote delivered prices on anything you can offer.

**A. A. BERRY SEED CO.** BOX 40 CLARINDA, IOWA

## THE ILLINOIS SEED CO. CHICAGO, ILL.

We Buy and Sell

## Field Seeds

Ask for Prices.

Send Samples for Bids.



## SEEDS



### BUYERS AND SELLERS

Medium, mammoth  
Alsike, White Alfalfa, Timothy Grasses, etc.

MAIL SAMPLES

ASK FOR PRICES

## Milwaukee Seed Company



"The Live Clover House"

MILWAUKEE, WIS.



## RECEIVERS and SHIPPERS of

all kinds of grain and field seeds, mill products, hay, cotton seed and cotton seed products, sugar, rice and coffee.

Car Load Lots

**WHITE GRAIN COMPANY**  
LUFKIN, TEXAS

## N. L. WILLET SEED CO., Augusta, Ga.

Get Willet's Cotton Catalog and get Willet's Wholesale Bulletin on Southern Oats, Ryes, Vetches, Burr Clover and Natal Grass Sets. Large dealers in Cowpeas, Soy Beans and the various Velvet Beans.

WE BUY AND SELL

## Seeds

Write Us Your Needs

**SCHISLER-CORNELI SEED CO.**

St. Louis, Mo.

## YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

**SOUTHWORTH & CO.**

Grains

Seeds

Provisions

TOLEDO, OHIO

## SEEDS

Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**

7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT

## DICKINSON

COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis



## HAY, STRAW AND FEED

A feed store is to be conducted at Bristol, Vt., by R. E. Birchard.

G. C. Azbill is interested in a new feed business at Alice, Texas.

O. N. Foran has reopened his feed store, located at Salina, Kan.

F. E. Alderton will open up a feed and flour store at Laona, Wis.

W. P. Mullaney of Ossian, Iowa, will conduct a feed store there.

Herman Bahr now owns the feed business at Doylestown, Wis.

Upson & Burrows will enlarge their feed business at Rockford, Ill.

J. W. Phillips will engage in the feed business at Polytechnic, Texas.

J. Chambers of California, Mo., will conduct a feed business there.

A feed business has been opened up at Cameron, Wis., by H. Resnick.

A. C. Holmes now owns Paden & Thompson's feed business at Lyons, Kan.

W. H. Thompson will conduct a feed and grain business at Vinton, Iowa.

The Decatur Feed & Grain Company was formed to operate at Decatur, Miss.

A new feed establishment has been opened up at Binger, Okla., by Wm. Rice.

A new feed store has been opened up at Worthville, Ky., by J. L. Mahoney.

James W. Wasson has opened up a new feed store at Averyville, Peoria p. o., Ill.

Harry Knight now conducts Bert Icke's feed establishment at Holden, Mo.

Ed. Hughes has purchased the feed business of M. W. Phillips at Supply, Okla.

A feed business located at Red Cloud, Neb., has been purchased by J. Peterson.

The hay and feed warehouse of C. H. Moorehouse at Tampa, Fla., will be rebuilt.

The Meeker Feed storage house at Everett (r. f. d. Deerfield), Ill., has been rebuilt.

McRoberts feed business at Norman, Okla., has been purchased by Bigley & Ash.

W. E. F. Otto has disposed of his feed store at Pierce, Neb., to Walter Lederer.

H. A. Fuller's feed business at Beardstown, Ill., has been taken over by C. B. Dunn.

Otto Eggert now is in possession of Paul May's feed and flour business at Medford, Wis.

A new feed store has been opened up at Louisville, Ky., by the Irvine Ice Company.

A hay barn, 18x40 feet, is to be built for the Farmers' Elevator Company at Wellsford, Kan.

H. Resnick has made arrangements for installing a new flour and feed store at Kennan, Wis.

O. O. Howler has taken over his partner's interest in the feed business at Caldwell, Ohio.

A grain and feed department has been added by Fair & Martin, Inc., to their business at Atlanta, Ga.

The Carter feed and flour business at Eagle River, Wis., has been bought by the Persohn Company.

A new compress has been installed by the Edmundsen-Ford Hay Company of Houston, Texas.

Wilson & Holden sold their feed industry located at Worcester, Mass., to the E. A. Cowee Company.

A. C. Getty recently took possession of the feed store business of Ed. Wilye at Soldiers Grove, Wis.

Geo. W. Strant has made arrangements to move his feed store at Manchester, Conn., to a new location.

Werle Olin's feed and flour business at Bear Lake, Mich., has been taken over by Henry and C. D. Cocier.

The feed business of Harry Cate, Jr., operated at Hopkinsville, Ky., has been taken over by C. R. Clarke & Co.

Recently Claude & Carl Dawson took possession of the feed and flour business of Conover & Condit at Tillamook, Ore.

Capitalized at \$30,000, J. P. Burroughs & Son were incorporated at Flint, Mich. The concern will deal in flour and feed.

J. F. Weeding has purchased the interest of his brother, J. E. Weeding, in the feed and flour business at Crosby, N. D.

Capitalized with \$25,000, Wm. J. Meek, Inc., was formed at Fall River, Mass. The concern will deal in hay, feed and grain.

Arnold & Boorn's feed business at North Adams, Mass., has been taken over by the Hosaac Valley Coal & Grain Company.

Samuel and John A. Grenzow of Juda, Wis., takes possession on January 1 of the feed and flour business of Ulrich Schar at Clarno, Wis.

For the purpose of dealing in hay, feed, grain, etc., the Walter Givens Company was formed at Estacaba, Ore., capitalized at \$10,000.

R. H. Worke & Co., of Nashville, Tenn., have changed their firm name to Worke & Turner. Business will be conducted hereafter as in the past.

The business conducted at Mansfield, Ohio, by J. M. Smith as the Mansfield Hay & Grain Company has been sold to R. Will James of Bradford, Ill.

The Newkirk Produce, Feed & Seed Company recently engaged in business at Newkirk, Okla. J. M. Hoefer is president and Lawrence Hoefer, secretary.

F. S. Wertz & Co., of Reading, Pa., have incorporated at Harrisburg and will conduct a feed and flour business. E. S., Paul B., Jacob A. and George W. Wertz and Samuel P. Wagner are interested.

J. F. Warner and W. F. Moody have opened up as a warehouse, the building adjoining their store at Smithfield, Va., and will handle hay, feed, seed, meal, and flour.

For the purpose of dealing in hay, feed and grain, the Fred E. Hall Company was incorporated at Houghton, N. Y. The capital stock of the concern is \$50,000.

Interest in the feed business of J. P. Coffey at Luverne, Minn., has been taken up by Harry Miller. They will operate in the future as the Coffey-Miller Grain Company.

The Wade Bros. Produce Company has sold its business at Birmingham, Ala., to the United Grain, Hay & Produce Company. The capital has been increased from \$2,000 to \$20,000.

The Western States Grain & Feed Company was incorporated at New York City by S. J. Rawk. Capital stock of the concern is \$20,000. The company will deal in feed and grain.

E. A. Atchison has purchased the feed store formerly owned by Cornell & Decker at Hobart, N. Y. The store will be conducted under the firm name of the Farmers' Feed & Grain Company.

With capital stock of \$10,000, the Dixie Hay & Grain Company was incorporated at Henderson, N. C. W. B. Daniel, J. R. Teague, T. J. Garrett, R. B. Crowder and N. A. Garrett were interested.

Bishop & Glenn has been formed at Conway, Ark., by W. Bishop and Sam. V. Glenn. The concern will engage in the feed and produce business and will build a new brick building in which to operate.

Half interest in S. P. Kirksey's feed and grain business at Morgantown, N. C., has been purchased by W. H. Gibbs. Mr. Kirksey has bought half interest in Gibbs' grocery and meat business and the two enterprises will be conducted under the firm name of Kirksey & Gibbs.

Toberman, Mackey & Co., of St. Louis, Mo., report the receipt of hay running a little heavier than the trade looked for, and buyers generally not inclined to pay any advance, hoping the heavier receipts will continue. They believe that hay will be scarce until the holidays, and a good strong demand will continue for all grades, with prices a little higher.

The Kansas City Hay Company and the National Hay Company, in Kansas City, Mo., have combined. The new concern will operate under the name of the Kansas City Hay Company, which has a warehouse, and it will do a receiving and shipping business. Wilber Warren, president of the Kansas City Hay Company, has been in the business 27 years—just three years less than the age of the Kansas City Hay Company. He is a charter member of the Kansas City Hay Dealers Association, and was its president in 1913. Herbert A. Dyer was president of the National Hay Company.

The Lucerne Club, of Kansas, which will be remembered as organized as a ladies' auxiliary of the National Hay Association, when it met in Kansas City several years ago, has been kept intact through the fact that it has a very definite purpose—work for Mercy Hospital, an institution for dependent and crippled children in Kansas City. Mrs. Wilber Warren and Mrs. E. P. Ross, two of the leaders of the Club, have each year taken the "West Bottoms" as their district in the collection of funds to maintain charity patients in hospitals of Kansas City on Hospital Tag Day. And this year they did

particularly well, with a large force of assistants. Tag Day was celebrated with the collection of small contributions by 1,500 girls, under the direction of 62 matrons in various districts. The West Bottoms district was the largest.

### WARN BUYERS OF BALED HAY

The Department of Agriculture is investigating the practice of some shippers of hay of veneering or facing the bales. Veneering consists in feeding to the baling machine an occasional forkful of hay that is of higher grade than the bulk of the lot being baled, and manipulating the forkful in such a way that the high grade hay covers the outside of the bale, making the bale appear to contain better hay than it actually does contain. The National Hay Association has requested the Department of Agriculture to co-operate with it in trying to eliminate this practice, believed to be dishonest. Buyers of baled hay are warned to be on the lookout for this practice in order to avoid accepting on a cursory examination a lower grade of hay than they intend to purchase.

### HAY PROBLEMS AND PROMISES

Secretary J. Vining Taylor of the National Hay Association recently sent out the following letter on "Some Essentials in the Hay Business." It covers the present situation so well that we print it in full, as follows:

Much has been said in reference to the present enormous crop of hay. Something over 85,000,000 tons were produced in this country last harvest and of a quality that should be a pleasure for you to handle, but a word of caution would not be amiss at this time. You should not be too anxious to handle this hay crop under present conditions. Embargoes prevail most every place and farmers are now in good shape to haul their hay to the railroad stations, so unless all are careful the congestion will again be brought on. There is ample hay to go around to everyone who wants it. When I say that this crop should be pleasant to handle, I do not mean that all the hay is of a top grade because there is a lot of inferior hay in this country. Then too, there is some old hay back that will have to be reckoned with. It is true that this should never leave the farms and let us hope that it will not, but it stands to reason that some of it will get on the market.

I believe that prices will remain steady for awhile. I want to ask our shippers, in order to avoid trouble, misunderstanding and unpleasantness of all kinds, in loading their hay to be careful of their grading and make their cars uniform; to see that their hay is weighed carefully and invoices made correctly. To the receivers, commission men and others at the receiving end of the line I would ask that they be careful in sending out their quotations so as not to mislead their shippers, and to see that when this hay reaches destination every dollar that the market can afford is gotten for the contents of the car; that official weight and inspection certificates be furnished and that all papers be gotten to the shipper as soon after the car reaches destination as possible. If both the shippers and receivers would use care and caution, there would be no such thing as arbitration or a severance of business relationships which sometimes come through this source. There are two things that we need very badly today in the hay business, the first and perhaps the most important is a uniform inspection and grading of hay. We are supposed to be working under these conditions today but we are far from the goal yet. The question that confronts us is, how is it going to be brought about? Some will tell you through Federal supervision, another in turn will say that this would be bad for the trade as it would put it into politics, and again a third fellow will tell you that as long as men differ in opinions, just so long will we have differences in grades, each man having his own idea as to how it should be done.

The writer has given this matter much thought, and I must confess that I am no nearer a solution today than I was years ago. However, some change is going to be brought about. Just what it will be remains to be seen, but whether through Government supervision, through traveling inspectors under the supervision of this Association, or through a change in human nature, let us pray that it may come soon. The second most essential thing for the hay and grain trade today is for a more prompt movement and delivery of hay and grain by the transportation companies, and better terminal and warehouse facilities, less embargoes and a smaller demurrage charge. The carriers of this country should provide in every terminal of any importance hay sheds like the one maintained in the city of Baltimore, Md., for the use of receivers and handlers of hay. It would not be any more than right for me to say just here that Baltimore has the most perfect system of handling hay of any market in this country and in the 16 years that I have served The National Hay Association, I think I am conservative when I make the statement that we have not had that number of complaints in regard to their weighing and inspection.

It was our good fortune to have with us at the last annual convention of this Association Frank Trumbull, Chairman of the Railway Executives Advisory Committee, of New York. Mr. Trumbull gave us a most entertaining, interesting and helpful talk which resulted in our Association going on record with the following resolution:

Whereas, The National Hay Association is one of the largest users of transportation in the country and is, therefore, vitally interested in the welfare and growth of the instrumentalities of commerce, be it

Resolved, That we favor an investigation by Congress into the whole question of railroad regulation to the end that it may be unified, its efficiency increased and its capacities for public service enlarged, and be it

Resolved, That we favor a system of regulation in which the many costly conflicts between Federal and State authorities may be eliminated and Congress exercise in behalf of all the states its constitutional power to control commerce in the general interests, and be it further,

Resolved, That this Association favors legislation increasing the power and size of the Interstate Commerce Commission so as to permit it to efficiently regulate the commerce of the country with a proper division of its functions and a regional division of its activities.

What the result of this will be we are anxiously waiting to know.

The railroads of this country will tell us that they



cannot afford to build expensive warehouses. This may be so, but let us see from some figures that are quoted authoritatively whether or not the railroads are making any money. The net revenues of ninety-three large railroad systems of the United States, for the year ending June, 1916, showed an increase over the same period of 1915, of almost \$190,000,000. The figures made public by the Interstate Commerce Commission showed operating revenues for 1916 of \$1,855,904,227, an increase of about \$190,000,000 over the previous year. In net revenues the Eastern roads showed an increase of about \$117,000,000; Southern roads an increase of about \$30,000,000; and Western roads about \$40,000,000.

Just another bit of information showing that the railroads of this country are not poverty stricken. For the month of March the Big Four route showed an increase of \$909,988.15 in operating revenues, and an increase of \$500,722.39 in operating expense, giving an increase of \$404,265.76 in net operating revenues for the three months ending March 31, 1916. The Big Four route (and I quote the Big Four because I am in the midst of the Big Four territory) showed an increase of \$2,633,754.29 in operating revenues, and an increase of \$705,569 in operating expense, giving an increase of \$1,928,185.16 in net operating revenues.

In the fiscal year ended June 30, 1916, The Chicago, Milwaukee & St. Paul Railroad Company enjoyed a record in the matter of gross earnings, according to the annual report made public in Chicago. The total operating revenues were \$105,646,483, against \$91,435,374 in 1915. The total operating expenses were \$69,120,957 for 1916, against \$61,971,701, and the net revenue for 1916, \$36,525,526 as compared with \$29,463,673, for the previous year, an increase of \$7,061,853.

Gross earnings of 453 railroads in June totaled \$235,000,000, compared with \$238,000,000 in June a year ago, a gain of 20 per cent, and net earnings totaled \$98,000,000, compared with \$77,000,000 in June last year, a gain of 27 per cent. A compilation of the earnings of 490 railroads for the first half of this year shows a gain of 23 per cent in gross earnings and 42 per cent in net. Net earnings of 150 railroads in July were \$93,000,000, compared with \$76,000,000 a year ago, a gain of 24 per cent. Gross earnings of 44 railroads in August totaled \$86,000,000, compared with \$69,000,000 in August, 1915, a gain of

24 per cent. Grain and cotton movements are large and increased passenger traffic is also a factor. And still the carriers will tell us that they are hard up.

The movement of freight at this time is so uncertain that a man cannot make a contract for future delivery with any degree of safety. On this recent congestion in the Eastern terminals, some of our shippers had hay laying along the tracks between Buffalo, New York and Eastern terminals from four to six months. What was the consequence? Rolling stock tied up, depreciation in value of the hay, loss of contracts, loss of temper, dispositions and friendship. While if they had had warehouses in the terminal markets large enough to take care of even one-half of this enormous amount of hay that was being handled in this country, don't you see how much better it would have worked in their favor? They would have had the use of their equipment, their sidings would not have been blocked, and a more friendly feeling would have existed between the carriers and their patrons, resulting in a greater movement of tonnage and tonnage means freight money.

Now they are springing on us as a subterfuge or excuse for the release of equipment a proposed increase in demurrage charges on a sliding scale, for instance after making the usual allowance of 43 hours free time, the following charges will be made. First day, \$2 per car; Second day, \$3 per car; third day, \$4 per car; fourth day and all succeeding days, \$5 per car. The railroads tell us that these increased penalties are not inaugurated for the purpose of earning additional revenues, but in the hope that cars, because of these penalties will be more promptly released than heretofore. It is not my desire to discuss the purpose of this increase, because I leave it to you, Mr. Reader, to judge for yourself, but suffice to say that any man in the hay business will not be able to survive these charges if they are allowed to become effective.

As secretary of The National Hay Association I desire to impress upon you the importance of entering your protest with the Secretary of the Interstate Commerce, at Washington, D. C., Mr. G. B. McGinty, and of doing it promptly. The National Hay Association is working earnestly and sincerely and we hope effectively for the accomplishment of the things outlined above, and we extend you a most hearty invitation to join us in this work if you feel that it is worthy of your support.

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## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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# TRANSPORTATION

The tariffs of the Western railroads proposing increases in carload minimum weights on grain and wheat flour between Western points have been suspended to May 29.

Different roads entering Cleveland, Ohio, have placed an embargo there. Each road refuses to interchange switching with each other and refuses to hold consignments at former reconsignment points.

Eastern railroads have announced that embargoes are in effect on all export business through New York, Baltimore, Boston, Philadelphia and Newport News. The Baltimore & Ohio advises that it has not placed an embargo on corn.

Hall's Tariff providing for increases of 1@4 cents per 100 pounds on grain and grain products from Kansas City, Mo., Omaha, Neb., to destinations in Mississippi Valley Territory has been suspended by the Interstate Commerce Commission until March 10, 1917.

Railroads of Missouri have filed an application with the State Public Service Commission to be permitted to so revise their schedules as to permit them to charge \$1 demurrage per day for all time over 48 hours that cars are not unloaded when once placed on sidings.

A favorable decision was rendered by the Interstate Commerce Commission to the Great Northern Railway against whom complaints were filed alleging that the rates on corn and corn products over that railway from Sioux City, Iowa, to points in Kansas, Oklahoma and Missouri were unreasonable.

The tariff of the Missouri Pacific covered by I. & S. Docket No. 890 has been further suspended by the Interstate Commerce Commission. The tariff proposes to increase rate on grain from St. Louis to New Orleans and elsewhere in Mississippi from 14@17 cents. The tariff was originally suspended to November 17.

The tariffs of the Chicago, Burlington & Quincy Railroad and the Missouri Pacific which provided increased minimums on grain and wheat flour have been suspended until March 20 by the Interstate Commerce Commission. The provisions were similar to those also under suspension in Commission's I. & S. Docket No. 889.

The complaint of the Plainfield Grain Company, Plainfield, Ill., against the Elgin, Joliet & Eastern Railway Company has been dismissed by the Interstate Commerce Commission. In so doing the Commission has freed the carrier from charge of misrouting shipments of grain. The complaint is covered by Docket No. 8213.

The items in the tariff of the Chicago-Alton Railroad providing for cancellation of joint rates on grain and grain products and other commodities from Argo, Ill., and other stations to Eastern points via Lehigh Valley Transportation Company and



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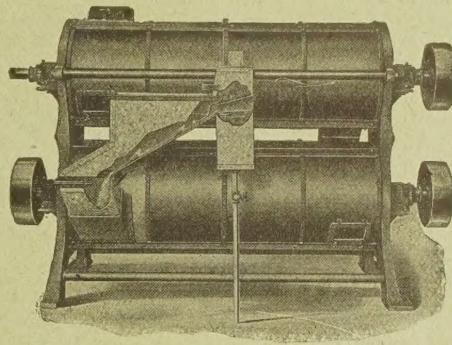
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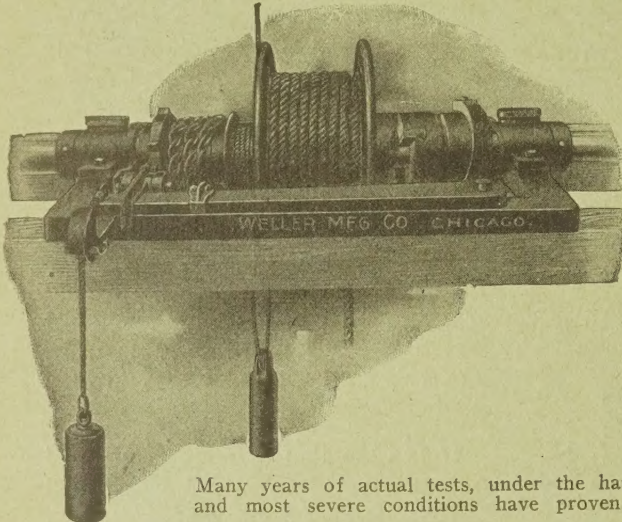


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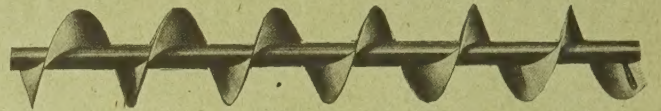
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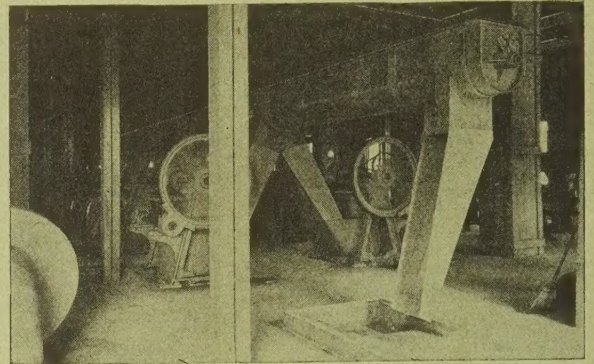


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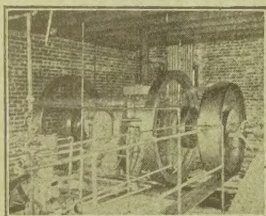
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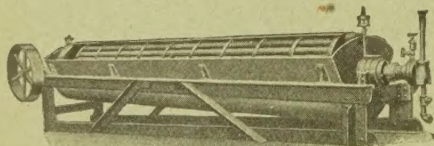
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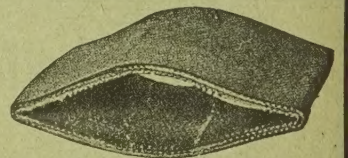
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